A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

October 21, 1963

U.S. can expand sales in Taiwan

Business Bulletins *from around the world*

AUSTRALIA—Government decides to name new major decimal currency unit "Dollar," reversing earlier decision to call it "Royal." Plans to begin introducing decimal currency system early in 1966 remain unchanged. New minor unit remains "Cent," as previously announced, and production of new minor coinage, in denominations of 1 cent, 2 cents, 5 cents, 10 cents, 20 cents, and 50 cents, to begin in 1964. Dollar sign will be used for new dollar unit, and Government will pay compensation for cost of converting business machines to decimal system.

ETHIOPIA—Addis Ababa Commercial Bank, first to be established under new banking legislation, seeking American participation.

FINLAND—Program for large-scale electrification of principal railroad lines approved by Parliament. It will result in electrifying 1,070 of total 3,350 miles of railways, linking country's production centers with harbors in south. Construction and equipment cost estimated at $50 million, with $70 million to be spent for electrical locomotives. Program to be completed by 1973 under supervision of State Railways.

FRANCE—Joint French-United Kingdom commission recommends construction of 23-mile tunnel under English channel in preference to bridge. Proposed tunnel would consist of three tubes for traffic and one for service. Transportation would be by railroads equipped to transport up to 300 motor vehicles per train, or 3,600 vehicles per hour. One-way trip including customs formalties would take approximately 65 minutes.

GHANA—Agreement signed between Government and Sodefra, French firm, under which latter to finance construction of six Ghana projects: pharmaceutical factory in Accra, tomato- and mango-processing and canning plant at Wenchi, tomato-processing factory at Pwalagu, pineapple-processing and canning plant at Nsawam and two completely furnished hotels, one at Tema and other at Accra International Airport.

GUATEMALA—Social Security Institute (IGSS) announces Workman's Compensation and Maternity and Infant Care coverage effective Oct. 1, 1963, in Department of Guatemala for firms employing 3 or 4 workers. Coverage previously limited to firms employing 5 or more. More than 3,000 workers employed in approximately 900 enterprises to be brought for first time under social security program. Employers provide 5% of their payroll for programs, while employees pay 1% of pay for each program.

LEBANON—National budget bill of $169.9 million submitted to Council of Ministers, which will study proposed budget before transmittal to Parliament.

Legislation regulating dealings in foreign securities reportedly recommended by High Council of Beirut Stock Exchange in study submitted to Finance Minister. Recommendation apparently aimed at curbing speculation in foreign securities and encouraging local investment.

Austrian firm, Simmerming-Graz-Pauker AG, awarded contract by State Railways for 10 refrigerator cars costing $388,273. Cars to go into service beginning 1964, carrying Lebanese fruit to neighboring countries and returning with refrigerated meat for Lebanese consumption.

MOROCCO—Increased economic activity comes with end of summer holidays. Reports indicate retail sales running well ahead of expectations; Casablanca port traffic up markedly, as is traffic at several smaller ports.

NETHERLANDS—Control Data Corporation, Minneapolis, Minnesota, establishes sales office in Amsterdam under name Control Data (Holland) N.V.

Economic Laboratory, Inc., St. Paul, Minnesota, establishes branch, Soilax, Nederland, N.V.

Short strikes by metal workers demanding higher pay occur in several cities in reaction to pay increases by two Amsterdam companies for their shipbuilders.

PHILIPPINES—Banking officials announce signing of 5-year $18 million loan to Development Bank of Philippines by 6 U.S. commercial banks, including Bank of America and Crocker-Anglo National Bank of San Francisco; Chemical Bank, New York Trust Co., Irving Trust Co. and Hanover Trust Co. of New York; and Illinois National Bank & Trust Co. of Chicago. Proceeds to be used to finance industrial-development projects under 5-year Socio-Economic Plan.

SWITZERLAND—First oil pipeline in Switzerland begins transporting oil from Italy to Collombey-Muraz, Switzerland, via Great St. Bernard Pass. Pipeline terminates in 5 reservoirs with capacity of 35,000 metric tons of oil each. It has diameter of 30.5 centimeters and annual capacity of 3 million tons of oil.

THAILAND—Government announces that foreign manufacturers or suppliers wishing to participate in $54.6 million railway expansion program must have local agents in Thailand or must agree to sell through local merchants who can act as their agents.

UNITED ARAB REPUBLIC—U.S. oil-company bunkering operations exempted by Presidential Decree from law requiring at least 25% Government participation in all firms engaged in maritime supply or services.

International Hotel Corporation (IHC) to embark on AID-backed hotel feasibility study in Cairo. Depending on survey results, IHC may build 600-room luxury-class hotel in Cairo on island in Nile.

Raw-cotton exports for 1962-1963 season ending August 31 totaled 926,-003 bales, up 223,596 from previous season, but less than 1,032,020 bales exported in 1960-1961 season. Division of shipments was 65% to Communist countries and 35% to free world. Hard-currency earnings from raw cotton exports are estimated at equivalent of $72.5 million for season.

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the cover

Students in a vocational industrial school in Taipei, Taiwan, are shown learning their trade by working with U.S. machines purchased through AID financing. The AID program in Taiwan is now being "phased out" but the U.S. exporter who will compete vigorously can increase his sales in that country. For guidelines on selling there, see pages 5 to 7.

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Wheat authorized for bloc

Export Control director discusses requirements for sale to Soviet bloc

FORREST D. HOCKERSMITH
Director, Office of Export Control, BIC

On October 9, the President announced that subsidized wheat and wheat flour, as well as certain other surplus agricultural commodities would be approved for sale to the Soviet Union and Eastern European Soviet bloc countries under broadly defined conditions. On the following day, at a press conference Secretary Hodges included a more detailed explanation of the manner in which these conditions would be implemented, in a statement to reporters, and on Oct. 11, Current Export Bulletin No. 881 was issued.

F. D. HOCKERSMITH

This bulletin sets forth the requirements for submitting an application for a license to export these agricultural commodities. Copies of the Bulletin may be obtained from the Department's field offices or from the Department's Office of Administrative Operations, Room 1064, 14th St. and Constitution Avenue, Washington, D.C. A summary of the requirements for the submission of an application are included in this article.

Great interest aroused

The decision to permit the sale and export of these commodities to these destinations has aroused an extraordinarily widespread interest. The press, radio, television, and other news media, as well as international trade circles, have covered the subject extensively and commented upon its implications with a remarkable thoroughness. The reasons for this interest are entirely understandable. An exportation of a non-strategic commodity to an Eastern European Soviet bloc country is not in itself particularly newsworthy, since the Office of Export Control has been issuing such licenses continuously. Nevertheless, there are some unprecedented aspects of the forthcoming sales which fully merit the attention this subject has been receiving.

More than $250 million

The most striking feature of these potential sales to the Soviet bloc countries lies in their statistics. Based on preliminary indications the sales of wheat and wheat flour alone are estimated at more than $250 million—about 4 million metric tons. In addition sales may be made to bloc countries of other agricultural commodities, such as barley, corn, grain sorghums, oats, rye, rice, cotton, vegetable oils, tobacco, etc. When completed, they will probably be the largest series of commercial export transactions in the history of Soviet-American trade relations.

No subsidies paid to bloc

Apart from the size of the transactions, another unusual feature lies in the very fact that the commodities to be exported to the Soviet bloc countries were subsidized or price supported by the U.S. Government, but it must be borne in mind that the subsidy payment remains in the United States.

The fact that our available surplus wheat has been subsidized by the Government does not mean that a subsidy is being paid directly or indirectly to Soviet bloc purchasers. Any subsidy or price support payment will go, or has already been paid, to the U.S. farmer and grain dealer. The Soviet bloc purchasers will pay the prevailing world price. The simple fact is that the wheat being sold is in surplus in the United States and there are compelling reasons why it is in our interest to sell this wheat. It should be emphasized that there is no question of depleting our own domestic supply to a danger point. Our surplus is equal to approximately a full two years domestic supply.

Agricultural trade with the bloc

Trade between the U.S. and the European Soviet bloc in nonstrategic consumer goods, including most types of foodstuffs, has continued without interruption since World War I in varying degrees. Soviet bloc countries are free to purchase their wheat and other agricultural commodities anywhere. They have been doing so, including large quantities purchased from the NATO allies of the United States. However, since the Soviet bloc countries are normally wheat producing countries it is only now, after their recent crop failure, that they have become substantial wheat purchasers. The fact that their need is extensive and that the orders they are interested in placing are therefore large, in no way alters the fact that wheat is a non-strategic commodity. Supplies of wheat are freely available on the world market and if the United States is unwilling to fill these orders there appears to be little doubt that competitive wheat exporting countries will readily do so at prevailing world prices.

Destinations affected

The bloc countries to which exportations will be considered for approval are Albania, Bulgaria, Czechoslovakia, East Germany, (the Soviet Zone of Germany and the Soviet Sector of Berlin), Estonia, Hungary, Latvia, Lithuania, Outer Mongolia, Rumania, and the Union of Soviet Socialist Republics. The term "Soviet bloc," as used here, refers to these countries and to these countries only. It should be emphasized, at this point, that there are to be no exportations of these commodities to Communist China, North Korea, or to the Communist-controlled areas of Viet-Nam. Nor, is it expected that the commodities will be licensed for exportation to Cuba. Exportations of these agricultural commodities to Poland (including Danzig) and Yugoslavia will continue to receive favorable consideration.

the author

Mr. Hockersmith has had extensive executive experience in both Government and private industry. Before, during, and after attendance at Georgia Institute of Technology from which he was graduated with a civil engineering degree, he worked for construction companies and later became Assistant District Manager for a gasoline and oil distribution company. Serving in the Government first with the Coast and Geodetic Survey, Mr. Hockersmith came to the Commerce Department's Office of International Trade in 1945. Prior to his present position he was Director of the Export Policy Staff in the Office of the Secretary.

The international position of the United States will be advanced by this decision.

One of the primary reasons for the sale of our agricultural products to the Soviet bloc is our humanitarian concern that all men be adequately fed. This is in accordance with the oldest and firmest of American traditions.

The peoples of the receiving countries, and the rest of the world as well, are being informed freely of the fact that United States wheat is being sent. In thus helping the Eastern European Soviet bloc to feed their people, we not only emphasize the strength of our own agricultural production system, but also impress upon the Soviet people the sincere willingness and the demonstrated ability of the United States and the free world to cooperate in peaceful world trade. This may well have the effect of strengthening the hand of those in the Soviet bloc who are interested in advancing the cause of peaceful coexistence with the free world, as opposed to the views of the bloc headed by Communist China. As a minimum, the wheat sale should help to relax international tensions, and it may even provide a firmer basis for improving relations between the East and the West.

Economic advantages

There is, however, a far more pragmatic reason for approving the sale. It will bring appreciable economic benefits to the U.S. The price of the wheat and wheat flour alone estimated at $250 million, (but which some sources have placed at a much higher figure) would be a welcome stimulus to the United States economy and to our U.S. balance of payment position. This benefit would accrue to practically every phase of our economy. Directly or indirectly, those employed in the transportation, handling, and loading of farm products will be affected, as well as the producers themselves.

While it is unlikely that the Soviet bloc will develop into a regular wheat purchaser in future years, it is generally beneficial to the United States farm community when troublesome surpluses are dissolved by export trade; and besides once trade channels are opened for any commodity, contacts are established for trade in additional commodities.

There will be a clear savings to the United States Government above the price received for this surplus wheat. The sale of about 4 million tons of wheat would be worth over 200 million dollars to the American taxpayer in reduced budgetary expenditures. In addition, if the stored grain were not sold, a shortage of storage facilities might result with a consequent loss of future crops.

These, in brief, are the considerations which have led to the decision to approve the sale and exportation of our surplus agricultural commodities to the Eastern European Soviet Bloc countries. Certain requirements have been established for the filing of export license applications in order to be certain that the exportations provide a maximum benefit to the national interest. These requirements are described below.

Equitable distribution of licenses

In view of the size of the potential sales of these commodities to the bloc, the Department of Commerce has established regulations, in support of the administration policies, to assure that all interested firms have an opportunity to participate in this business. Every effort will be made to see that no single exporter or other American participant receives an excessive share of the export sales of wheat or wheat flour. In order to do this, license applications will normally be processed at successive two week intervals beginning on October 11, 1963. No American participant in the export transactions will receive licenses for more than 25% of the total quantity of wheat or wheat flour licensed.

The name and address of the commercial supplier of the surplus agriculture commodities must be entered on the license application. If more than one supplier is involved in the transaction the quantity to be supplied by each supplier should be given separately and specifically. Finally, it is required that the name and address of the firm which registered the export sales transaction with the Department of Agriculture shall be given if wheat or wheat flour is being exported, including the registration number assigned to the transaction by the Department of Agriculture.

Financial requirements

Each application for export license must include a certification by the applicant that the export transaction meets the following financial requirements:

(1) The price will be on the basis of the prevailing world price at the time the contract is concluded.
(2) Payments will be made in United States dollars or gold.
(3) The terms of sale will be cash or normal commercial credit terms.
(4) The sale will not be financed under Public Law 480 or involve the applicant in any barter arrangement.

These requirements obviously, will assure a prompt and favorable effect upon the United States balance of payments position.

Shipping requirements

A further requirement has been imposed relative to shipping arrangements. Agricultural commodities sold under these provisions of the export regulations must be shipped on United States carriers, unless such carriers are not available, and in that case the commodities may not be loaded upon a foreign registered carrier until prior authorization is received from the United States Department of Commerce. In addition, the proposed shipping date if known should be shown on the license application. The purpose of this shipping requirement is fairly obvious. The benefits to the United States economy are increased if this cargo is carried by United States carriers. The Secretary of Commerce has received information that there are some United States ships now available to transport this cargo and to the extent that U.S. ships are not available appropriate alternatives will be used. The regulations are drawn to provide flexibility of action for this contingency.

Other requirements

Assurance that the destination and the end use will be as represented in the application and that the commodity imported will not be diverted, transshipped, or reexported to any unauthorized destination must be submitted with each application by means of a Department of Commerce Form FC-842 completed by the foreign purchaser. The Office of Export Control will examine each Form FC-842 to assure, among other things, that the commodities will not be reexported to Communist China, North Korea, North Viet-Nam or Cuba. This Form FC-842 has long been in use in the export control program and has been found to be an effective and reliable instrument to assure compliance with the undertakings and responsibilities of the purchaser.

An applicant for a license to export commodities under the new export regulations must also have an export order. This condition is not new, however, since it is a condition precedent to the submission of any application for export license. Similarly, other standard export control regulations apply to exporters who obtain licenses to export to the Soviet bloc. Especial attention should be directed to provisions defining the responsibility of the exporter to fully inform the Office of Export Control of any material or substantive change in facts or circumstances represented on the license application.

All licenses will expire on April 30,

1964. It is anticipated that on or before that date the requirements of the Soviet Bloc countries will have been shipped.

Applications for licenses have already been received in the Office of Export Control. It is impossible to predict the total amount of commodities which will finally be exported. However, in summary, it is possible to predict other tangible results of these exportations to the benefit of the national interest. . . .

> we are demonstrating to the world the success of American agriculture.
>
> The peoples of the world will be convinced of our humanitarian efforts—our willingness to reduce food shortages.
>
> It will prove our desire to reduce tensions and improve relations with all countries.
>
> Finally, it will reflect that peaceful agreements with the United States which serve the interest of both sides are a far more worthwhile course than one of isolation and hostility.

Any questions on this article or with regard to the submission of export licenses applications should be submitted to one of the Department's field offices or to the Washington office.

Indonesia reiterates rule on foreign firms' agents

Indonesia's Department of Trade has once again advised State Trading Companies in Djakarta to refrain from dealing directly with visiting agents of foreign suppliers, and to refer them instead to Indonesian purchasing offices abroad. Purchases in the U.S. would thus be handled through the Indonesian Supply Mission, the Central Indonesian Trading Corporation and Juda Niaga, Inc., in New York City.

While the Government of Indonesia has been trying to implement this policy for several years, it has not pushed it vigorously, the U.S. Embassy in Djakarta reports. Representatives of foreign companies going to Djakarta usually have been able to deal directly with head officers of Djakarta's State Trading Companies.

PAKISTAN: FREIGHT

The India Pakistan Ceylon and Burma Outbound Freight Conference on Oct. 3, 1963, announced withdrawal of the 40% surcharge which had been scheduled to take effect Nov. 1, 1963 on all cargo booked for Chittagong, East Pakistan.

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How to sell in Taiwan

Commercial Attache in Taipei explains steps necessary to sell in Republic of China

By ROBERT C. JOHNSON, Jr.
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R. C. JOHNSON, Jr.

Considerable publicity has been given in the American press recently to Taiwan's rapid rate of economic growth during the past ten years, the stability of the Government of the Republic of China (GRC), the favorable investment climate, and the rapid increase in foreign trade. Altho businessmen sometimes complain that Chinese laws, regulations and practices are seriously hindering their commercial operations, yet with few exceptions they remain in business and are apparently making money. Businessmen who have lived and traveled in the other Southeast Asian countries and who have called on me during the past 12 months, usually consider that conditions in Taiwan are as good as or better than those existing in most other Far Eastern countries.

Since 1952 our economic assistance programs have placed an average of $100 million annually into Taiwan. Until fairly recently this money could be spent anywhere in the Free World and under that program Japan was an important supplier. With an improved situation and prospects in Taiwan, the AID program is being "phased out."

In addition to the fact that Taiwan is approaching a state of prosperity which would permit financing through the usual international channels, the requirement that purchases with AID loans must in most cases be from the U.S. where prices may be higher than elsewhere, and must be shipped in American bottoms at generally higher freight rates, has made AID financing less attractive to the Chinese.

Imports more than doubled

A few statistics indicate the growing strength of the economy of Free China. The figures reflect changes from the years 1953 to 1962. During this period, the population of Taiwan increased from 8.4 million to 11.5 million, and per capita income rose from NT$2000 to almost NT$5000 (US$1=NT$40). Taiwan's exports almost doubled, going from US$130 million to US$239 million. Excluding those financed by AID, imports with funds generated from exports and surrendered to the GRC for allocation rose from US$101 million to US$224 million. Imports with self-provided foreign exchange (e.g., loans, investments, or contributions from abroad or assets abroad) increased from US$6 million to US$23 million.

Exports of agricultural products increased from US$20 million to US$38 million, and exports of processed agricultural products decreased from US$101 million to US$97 million, but exports of industrial products went from slightly under US$3 million to almost US$90 million. Imports also show some interesting changes: capital goods from US$17 million to US$48 million, agricultural and industrial raw materials from US$48 million to US$140 million, while imports of consumer goods fell from US$34 million to US$32 million.

STORE SHELVES FILLED: Prosperity in Taiwan has created a desire for many types of U.S.-made goods.

the author

A native of New Jersey, Mr. Johnson has been in the government service since World War II, having served with the State Department in Lagos, Montreal, Salvador, Nagoya and in Washington previous to his present assignment. Prior to his government service he represented a wire and cable manufacturer as a sales engineer.

U.S. sales drop

The United States has not increased its share of the Taiwan market and, if the trend continues, we are likely to have an even smaller share than in recent years. Our principal competitor in this market, Japan, is reaping most of the benefits of any increase in Taiwan's imports. Japanese suppliers are extremely aggressive in promoting sales in Taiwan in ways which are probably more significant even than Japan's natural advantages of historical and geographic ties with Taiwan and familiarity with the Chinese mentality.

For example, they are not at all reluctant to send their own sales engineers and other representatives to Taiwan to demonstrate the merchandise; to adapt

MACHINES ON THE MOVE: The U.S.-made gasoline-powered tractor is slowly taking the place of the water buffalo in Taiwan. The country offers a promising market for the U.S. exporter who acts vigorously.

products to specific needs of Taiwan factories; to lower prices and to invest in certain industries in order to secure a channel of supply; and to extend liberal credit terms, often permitting payment in from 90 days to two years.

In light of these considerations, I am convinced that if American suppliers are to retain and increase their share of this lucrative market, they will have to compete far more vigorously than in the past.

Sales methods

Following are the approaches which I regard as most important in a sales campaign in Taiwan, given the characteristics of the market noted above:

● 1. The most effective way to cope with foreign competitors in Taiwan is by aggressive, personal contact salesmanship. Too few American companies are represented in Taiwan by Americans. The Chinese have repeatedly and emphatically stated to me that business cannot be transacted through the mails or by proxy. They want to see and know the people who make or buy the products they buy and sell. Even weekend or 24-hour visits by American representatives are of great value, but cannot replace having a "man on the spot."

Before deciding to open an office here an American company should, of course, try to find out whether the office would pay for itself in the long run. Meanwhile, it might consider taking advantage of services offered by the American trading companies operating here.

● 2. The obvious advantage of our competitors' geographic proximity usually results in quicker deliveries and lower freight charges. It is hard to beat this advantage, but many companies might find it feasible to make increasing use of Hong Kong as an entrepot. This probably would increase the cost of the product landed in Taiwan, but it would substantially reduce the delivery time. There is no free zone in Taiwan.

● 3. Much of the capital equipment in use in Taiwan is Japanese or European. When parts or new equipment are needed, it is natural for the Taiwan businessman to buy from the original supplier. The factory service departments, production managers, and machine operators are familiar with those products and have a natural preference for articles of this type.

Even so, I am sure that American products can be sold. In some cases it may be necessary to alter the design of American equipment in order to replace that already in use. Such "tailoring" might mean simplification of operation (considering that labor is Taiwan's cheapest and most plentiful resource) or the elimination of refinements which add to the cost. Here again, however, aggressive selling and reliable servicing are paramount.

● 4. Taiwan still generally buys on the basis of price. The economies resulting from quality are not usually given the importance they deserve. Some of our foreign competitors will, when necessary, cut prices, even to the point of eliminating immediate profits, in order to get an entry into a market. They are looking to future sales of replacement parts and new equipment for expansion.

American companies, I believe, should follow their example in this respect. This may mean using tactics recently employed by a large American company which has been trying for years to sell their superior but more expensive product in competition with a foreign supplier. The U.S. firm recently underbid the Japanese in an introductory sale of moderate size and then sent their own engineer to supervise the installation and use of the equipment. The company expects to demonstrate by actual experience in the Chinese factory that by paying somewhat more in the future for the American product, a considerable saving in replacement costs and reduction of idle equipment time will result.

● 5. Intensive advertising, sampling, provision of catalogs, and other sales promotion efforts are very important. I consider that an American advertising firm, after proper research, could join with a Chinese company in a venture which would eventually prove profitable to the advertising company and would also substantially increase sales of American products in Taiwan. A number of Chinese advertising companies have expressed an interest in such a partnership.

Aside from this, few American firms have endeavored to adapt their advertising material and promotional work to their market in Taiwan. For example, trying to sell on the basis that an appliance makes life easier for the housewife has little appeal in a country where servants are plentiful and cheap. Appliances can be sold on the grounds that they will save money, improve health, or provide other advantages more important than ease, convenience, or beauty.

● 6. With regard to commercial credit terms, American companies almost al-

ways require an irrevocable letter of credit before shipment. Credit in Taiwan is expensive. Interest rates on commercial loans range from one to two percent per month and higher. Consequently, every day that the Chinese businessman has his money may mean substantial income while every day he must pay interest means money lost.

This aspect of business in Taiwan may be treated in two parts: credit and banking.

Credit

In recent years foreign credit insurance terms have been improved and premiums reduced so that the broadest possible insurance is available at reasonable cost through the Foreign Credit Insurance Association under the U.S. Export Import Bank (See March 25 issue of *International Commerce*). However, I do not believe that American suppliers have taken full advantage of the insurance available. If they did, I believe that they would be willing to offer at least as favorable terms as other suppliers.

Banking

American banks have expressed interest in establishing branches in Taiwan. They have not done so because the Chinese Government has thus far refused to allow foreign banks to function in a normal way; that is to accept local deposits and make local loans. In the interest of promoting trade and industrial development, we continue to hope the GRC will relax its restrictions on the establishment and operation of an American branch bank. Meanwhile business has been and is carried on through American banks and their Chinese correspondent banks.

American suppliers should realize that because of high interest rates, credit in Taiwan is an extremely important element of price. In cases where the American company cannot wait three or six months or longer for payment, the company could borrow from an American bank and add the comparatively moderate interest payment to the price of the product to be exported.

U.S. can compete

As Taiwan's productive capacity broadens and grows, the GRC imposes more and more import restrictions to protect infant industries. Also as industry expands so does the market for capital equipment, tools, instruments, and the other commodities required by industry. The market for foreign consumer goods here is very small because of import restrictions, but the market for capital goods and agricultural and industrial raw materials is growing rapidly. I am convinced that the United States *can* compete with any country in this market on both price and quality. The Chinese want American goods and will buy them if they can be shown that they are competitive. The answer then, is that Americans must increase their efforts to sell in Taiwan.

ALL FOR ONE: U.S. marketing techniques are catching on in Taiwan, as illustrated by this store window. Rising prosperity is creating sales opportunities in one of Asia's fastest growing markets.

Iran-EEC bilateral pact initialed, applies in '64

A bilateral trade agreement has been initialed by Iran and the Commission of the European Economic Community (EEC). After formal signature this month, the agreement is to become effective Jan. 1, 1964.

The agreement, first of its kind between the EEC and a third country, provides for temporary non-discriminatory reductions of the Common External Tariff and tariff quotas for exports of particular importance to Iran, such as carpets, caviar, and dried grapes and apricots.

A joint committee composed of EEC and Iranian officials will supervise operation of the agreement.

ITALIAN GOODYEAR

Goodyear Italiana, S.p.A., a subsidiary of the Goodyear Tire Rubber Company of Akron, Ohio, will build a plant at Cisterna, south of Rome. The factory will produce tires and tubes for Italy, for other European countries and for the Middle East.

McCloy represents U.S. at trade fair in Berlin

John J. McCloy, former U.S. High Commissioner for Germany and the President's special representative in Berlin during the crisis period, is representing the U.S. at the 14th German Industries Exhibition in Berlin.

Mr. McCloy opened the U.S. pavilion at the exhibition on Oct. 12. The fair will be held through Oct. 27.

Theme of the U.S. pavilion is "Partners for Progress." It will feature advance design machines and equipment for laboratory, office and factory.

This is the 9th U.S. participation in the annual Berlin trade show. Last year, nearly 452,000 people visited the U.S. exhibition and on-the-spot sales were around $300,000. Orders were taken for additional sales estimated at $2.5 million.

U.S., European firms prepare Argentine project

The Agua y Energia Electrica, Buenos Aires, Argentina, has reportedly signed a contract with the U.S. firm of Hagra Engineering and 2 European firms, Italconsult and Sofrelec, for the compilation and completion of engineering studies and preparation of a tender for bids to construct the El Chocon-Cerro Colorado Hydroelectric project.

Review of LAFTA progress

Latin American Free Trade Association creates new U.S. business opportunities

By RICHARD P. RICE
Bureau of International Commerce, OIRE

The nine member countries of the Latin American Free Trade Association (LAFTA) have taken important steps toward economic unification. LAFTA may, in the future, come to serve as a focal point in the Alliance for Progress. The President's Alliance for Progress speech of March 13, 1961 called for the encouragement of regional economic organizations such as LAFTA.

RICHARD P. RICE

The prognosis, however, for the fledgling organization, now 3 years old, is one of guarded optimism. LAFTA, far from attempting economic integration, as represented by the European Common Market or its Latin American counterpart, the Central American Common Market (see I.C. March18) is a loosely associated body of Latin American countries desirous of molding their individual economies into a massive market for their own goods. The Montevideo Treaty commits signatory governments to attain the goal of a free trade area through successive negotiations.

As yet, the steps taken toward lowering internal trade barriers have been halting and, at times, discouraging. Yet progress has been made toward this objective during the first and second yearly sessions of the organization, and several shifts in the trading pattern among the countries have been noticeable. The third annual session is currently under way in Montevideo, Uruguay.

New opportunities for United States trade expansion and investment are being created by the establishment of LAFTA.

The Montevideo Treaty, signed in 1960 and initially effective June 1, 1961, serves as the basis for LAFTA. The original membership in LAFTA comprised Argentina, Brazil, Chile, Mexico, Paraguay, Peru and Uruguay. Colombia and Ecuador adhered to the Agreement in the latter part of 1961.

Concerning the objectives of the Association, the Treaty of Montevideo states "the expansion of present national markets, through the gradual elimination of barriers to intra-regional trade is a prerequisite if the Latin American countries are to accelerate their economic development process. . . ."

To expand trade

LAFTA's immediate aim is to expand and diversify trade among the contracting parties. This goal is to be reached by the gradual elimination of restrictions on trade among the participating states, the negotiation of complementary agreements and the adoption of other methods for the progressive integration of the economies of the LAFTA countries. The LAFTA countries anticipate the development of wider markets within the area, the attraction of new investment and the reduction of costs of existing enterprises through facilitating mass production and distribution, and specialization.

Trade liberalization

The Treaty of Montevideo provides for two series of negotiations with a view toward the gradual elimination of "duties, charges and other restrictions" on substantially all intra-area trade in the products of member countries. The freeing of intra-area trade is to be accomplished by a series of annual and triennial negotiations. Annual negotiations to establish "national" schedules of concessions granted by each member to other signatories, are to result each year in reductions of not less than 8 percent of the weighted average of duties and charges.

There is no provision in the Treaty for automatic reduction in import charges. Further, the commitment relates only to commodities already imported from the area. There is no specific obligation to expand trade by adding new items, although the Treaty states that "an increasing number of products which are not yet included in reciprocal trade" may be added to the national lists. Hence to the extent that new commodities enter intra-LAFTA trade, specific negotiations must be held to reduce trade barriers on those items.

In addition to the above negotiations, the LAFTA countries agreed to negotiate on a "common" list of products on which all member countries agree by the end of 12 years to eliminate duties, charges and other restrictions. The negotiations on products to appear on the common list are to take place at three year intervals.

The common schedule will be expanded so that 25 percent of the aggregate value of trade among the member countries shall be listed by the end of the first 3 year period; at the end of 6 years 50 percent are to be listed; at the end of 9 years 75 percent are to be listed; and at the end of 12 years the Common List is to contain substantially all of the products in area trade.

Concessions granted on products appearing only in the "national" schedule may be withdrawn by negotiation among the Contracting Parties and may be substituted through compensatory concessions but the inclusion of products in the "common" schedule is final, and concessions listed therein cannot be withdrawn.

The common schedule does not require immediate implementation by the LAFTA countries. Instead each country has 12 years to stagger reductions on products placed on the schedule. By 1973 all items therein are required to be free traded. Reduction in duties over the period is voluntary. The first negotiations on the common list will begin during the 1964 annual session.

Industry agreements

For the purpose of achieving specialized manufacturing operations, the Montevideo Treaty provides for the negotiation of complementarity agreements. LAFTA is authorized to sponsor agreements among representatives of various industrial sectors. These special arrangements permit the negotiation of preferential treatment through bilateral or multilateral agreements for the purpose of achieving what are referred to as "vertically integrated industries." Such arrangements would permit manufacturers in one LAFTA country to negotiate a reduced tariff with suppliers of raw materials in another LAFTA country. The manufac-

the author

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tured product may also be the subject of reduced trade barriers negotiated with distributors in other LAFTA countries.

Any LAFTA member concerned with a particular complementarity agreement may participate in the negotiations. In any case, however, the agreement, which is to take the form of a protocol, is subject to a determination by LAFTA's Executive Committee that it is consistent with the principles of the Montevideo Treaty.

The Montevideo Treaty contains no clause which would establish a time limit on complementarity agreements, although when LAFTA was being formed it was recommended that preferential benefits accorded should continue in effect only as long as required by the infant industries they were designed to support. The complementarity agreement on computors, already in effect contains no such time limit.

Agriculture

Like the European Common Market, the Montevideo Treaty contains special provisions relating to agricultural commodities. Thus, when domestic output in farm products is inadequate to meet one country's requirements, other LAFTA members are to be given priority in furnishing the required products. However, due consideration is to be given to competitive conditions and to traditional trade patterns in the area.

Agreements relating to agricultural products are subject to the requirements only of notice to the other contracting parties before becoming effective. Special treatment for agriculture is also provided in the saving clauses of the Treaty.

The Montevideo Treaty expressly provides for escape from certain commitments undertaken by a country under LAFTA. Items negotiated on the national lists may be withdrawn by negotiation among the Contracting Parties and on a basis of adequate compensation. Other clauses provide that member countries may impose non-discriminatory restrictions on LAFTA negotiated items under several conditions. These conditions include the importation of listed commodities which have caused serious repercussions on the productive activities of vital importance to a member's economy and for adverse balance of payments reasons.

In order to protect supplies and maintain prices, a LAFTA member may restrict its imports of agricultural products included in the trade liberalization program to those amounts necessary to supplement domestic production and may apply non-discriminatory measures to equalize the prices of the domestic and imported products.

SIDEWALK SALES: U.S. consumer goods are highly popular items with Latin American street vendors.

During the 1961 negotiations a "complementarity agreement," as provided under Article 16 of the Montevideo Treaty, was worked out on the manufacture of computing machines whereby the production of various component parts was divided between Brazil, Chile and Uruguay. A similar agreement on electronic tubes has been negotiated. Additional complementarity agreements have been drafted or discussed.

Representatives of several private productive sectors have met or are scheduled to meet to discuss problems of integration. In the first of the "private sector" meetings held in Montevideo April 28-May 1, the glass manufacturers of Latin America began development of the Inter-LAFTA Association of Glass Producers. Additional meetings were held during the summer of 1963 for representatives of various private sectors, for example, in the areas of automotive manufacture, chemistry, machinery, food, textiles, and paper and wood. One of the purposes of these meetings was the promotion of economic integration, possibly through the development of complementarity agreements.

Most favored nation clause

The LAFTA Treaty provides for the immediate application of most favored nation treatment to the goods and capital of each contracting party in the territory of the others. Furthermore, the products of each LAFTA country are to receive the same treatment as that accorded to domestic products in the territories of the other members with respect to taxes and other internal duties and charges, and are to enjoy freedom of transit through the territories of the respective member states.

There are two exceptions to the application of the most favored nation clause, namely, with respect to the special benefits applied by any contracting party in its border trade, whether or not a LAFTA country, and for less developed LAFTA countries.

According to a LAFTA resolution, border trade must be between contiguous frontier towns, or between towns at least one of which has difficulty in being regularly supplied from its own territory. Goods must be shipped exclusively for use in the specified frontier town and trade must be no greater than required for local needs.

The special treatment accorded to less developed countries has a dual purpose: to attract the smaller Latin American countries to LAFTA and to help them accelerate their economic growth. Paraguay and Ecuador, to date, have been granted this status.

Through negotiations with other LAFTA countries, a less developed LAFTA country can obtain, for example, preferential concessions from other member countries, and permission to reduce its import duties, charges and other trade restrictions less rapidly.

For the implementation of the LAFTA treaty, a Standing Executive Committee was established with headquarters in Montevideo, Uruguay. The Committee is composed of a representative from each contracting party, each of which has one vote. The Committee is assisted in its work by a Secretariat, comprised of an Executive Secretary and technical and administrative personnel. The Executive Secretary is Alberto Sola.

Early results of LAFTA

As an instrument of economic integration, the Treaty of Montevideo is not a strong document. The treaty requires the member countries to surrender very little sovereignty in the economic sphere.

The first of a series of tariff negotiations by the 7 original signatories was concluded on December 12, 1961 and the concessions became effective on January 1, 1962. Agreements were reached to reduce or eliminate tariffs and other charges applicable to imports from other member countries on a relatively broad range of commodities, comprising over 2,450 individual tariff items. It was estimated that the concessions exceeded, by a substantial amount, the required level of reductions set forth in the Treaty (8 percent annually). In the subsequent negotiations with Colombia and Ecuador and in the second annual negotiations, which terminated in November 1962, the number of individual tariff concessions had been increased to about 7,500 items, according to a report from the LAFTA Secretariat. Care should be taken, however, not to overestimate the significance of these early negotiations. A considerable number of the tariff concessions were included in many, if not all, of the individual country schedules and are, therefore, counted more than once in the total. In addition, many of the concessions granted were on items included in bilateral agreements previously in effect between the countries concerned. The concessions on many items are narrowly prescribed and there appears to have been a general tendency to avoid concessions on items produced by domestic agriculture and industry which were particularly sensitive to competitive imports.

The annual negotiations have been conducted between the member countries on virtually an item-by-item basis and the concessions on some items have consisted of the binding of existing rates.

Moreover, many items on which concessions were granted by the contracting parties do not currently play a significant role in intra-LAFTA trade. Hence, the significance of these reductions in the short run will be negligible since an increase in their trade value depends to a large extent on the establishment of new plants or even production processes that are new to the countries concerned. Nevertheless, this particular group of concessions is significant since they were not required by the treaty and may prove to be highly beneficial in the future for attracting foreign as well as local capital.

The second round of negotiations was more difficult than the first and further difficulties are anticipated for the 1963 negotiations on national lists during October and November.

Discriminatory aspects

The majority of the LAFTA signatories have granted preferential treatment of a non-tariff nature to other member countries. These advantages include exemption from or a reduction in the amount of prior deposit requirements, exchange surcharges, and import or exchange restrictions. These preferences may well prove to be of substantially greater significance than tariff concessions.

There have also been other indications of forms of discriminatory treatment arising out of LAFTA negotiations. These involve shipping preferences in favor of LAFTA country steamship lines requiring shipment of goods in LAFTA country vessels, and the like. Proposals for industrial complementation or integrated industries may also involve discriminatory treatment of imports or parts or raw materials in favor of LAFTA partners.

The U.S. position

The United States has sought to encourage the development of regional economic integration in Latin America for reasons of economic growth and political stability. The elimination of tariffs and other restrictions to trade between these countries will provide a larger market for their products, encourage interregional trade, and stimulate investment. As these activities in developing countries produce higher living standards, they have provided traditionally better export opportunities for the United States.

At the same time the United States has consistently sought to keep movements toward economic integration "outward looking," emphasizing that customs treatment applicable to imports from countries outside the "common market" must be moderate, non-discriminatory and consistent with the aim of expanding world trade. The absence of trade agreement relationships with several of the LAFTA signatories makes it difficult for this country to bargain for equitable treatment.

Trade among the members of LAFTA has not resulted in the hoped-for increase during the first years of its existence (see table). Intra-LAFTA trade still represents only a small portion of total trade, although no overall trend in such trade can be observed as yet. Further, the export trade of some countries, including Argentina and Brazil, with the group appears subject to wide variations from year to year. Notable increases, however, are discernible in the exports of Mexico and Peru, and imports of Colombia and Peru appear on an upward trend. Statistical data are not available to indicate the amount of trade increase actually ascribable to LAFTA concession items.

Data for 1963 at present are sketchy. However, the Banco Nacional de Comercio Exterior of Mexico reports that trade with other members of LAFTA has grown substantially in the first half of 1963. Exports rose to US$13 million from $5 million in the first half of 1962; if the present trend continues, exports may reach $33 million for the entire year 1963, or twice as much as last year's exports to LAFTA members.

ECLA conference

In a number of recent meetings since the Mexico City Trade Negotiation Conference of October-November 1962, the member countries (LAFTA) have been attempting to strengthen the organization. A major motivating for for strengthening LAFTA and enlarging the market for locally produced goods is the existence of many uneconomic industries confined to single country markets.

One of the most important of these meetings was the 10th Session of the Economic Commission for Latin American (ECLA) in Mar del Plata in May. Dr. Raul Prebisch, outgoing Executive Secretary of ECLA, delivered a major address concerning the future development of Latin America. With respect to LAFTA, Dr. Prebisch raised serious questions about the future progress of LAFTA and spoke strongly in favor of the establishment of a more automatic procedure for the elimination of customs duties within the LAFTA system. He stated in part the "One of the major decisions, and in my view the most urgent, is that the governments should reach agreement on the quantitative objective of rapid elimination of customs duties that they wish to achieve within a given period. . . . If we are not ready for a deliberate act of boldness, by means of a quantitative commitment of this nature, we had better stop talking about a common market. . . ."

It has been recognized that during the first two years the minimum liberalization commitments of the Montevideo Treaty

have been met. There is, however, increasing evidence and opinion that further liberalization steps can be made only with considerable effort. Prebisch stated "The system of periodic selective negotiations at present applied may perhaps find the atmosphere becoming unpropitious, with the consequent risk that the whole business may be limited to a series of narrow and halfhearted preferential arrangements."

At the ECLA Conference the United States associated itself with the proposals of Dr. Prebisch, although no resolution which incorporated his proposals concerning a new initiative was introduced. However, it is noted that meeting of Foreign Ministers of the LAFTA countries was scheduled in Montevideo to follow the third annual LAFTA meeting. This conference has recently been postponed until 1964. The provisional agenda for the meeting includes the creation of a consultative mechanism of LAFTA foreign ministers to review progress under the Montevideo Treaty, harmonization of development programs and policies, harmonization of commercial and tariff policies with a view to eventual adoption of common external tariff, acceleration of intro-LAFTA trade liberalization and establishment of payments and export financing systems.

LAFTA Countries Trade Total (Millions of dollars)

	1960		1961		1962	
	To World	To LAFTA	To World	To LAFTA	To World	To LAFTA
Exports of						
Argentina	1,079	163	964	100	1,216	139
Brazil	1,269	87	1,403	95	1,214	76
Chile	490	30	508	35	532	39
Colombia	465	5	435	6	464	7
Ecuador	103	5	97	7	117	6
Mexico	632 [1]	6	685 [1]	8	773 [1]	17
Paraguay	27	8 [2]	31	10 [2]	33	11 [2]
Peru	433	33	496	32	540	49
Uruguay	129	3	175	6	153	8
Total	**4,626**	**341**	**4,793**	**299**	**5,043**	**352**
Percent of total		7.4		6.2		7.0
Imports into						
Argentina	1,249	106	1,460	126	1,357	101
Brazil	1,462	109	1,460	45	1,475	129
Chile	500	82	591	94	518	81
Colombia	519	7	539	10	540	13
Ecuador	100	3	101	2	96	5
Mexico	1,186	4	1,139	4	1,143	6
Paraguay	32	8 [2]	35	9 [2]	34	5 [2]
Peru	375	27	469	33	538	45
Uruguay	243	29	206	35	230	34
Total	**5,666**	**374**	**6,000**	**358**	**5,931**	**418**
Percent of total		6.6		6.0		7.0

Note: Detail may not add to totals because of rounding.

[1] **Unadjusted totals: figures including adjustment for underestimated values of some of the principal export commodities are as follows: 1960—$739,788,000: 1961—$802,091,000: and 1962—$900,961,000. However, country distribution on the adjusted basis is not available.**

[2] **Incomplete data.**

Source: Official trade statistics of the various countries.

Bogota conference

During the first week of April 1963, representatives from member countries of the Latin American Free Trade Association, plus observers from Bolivia and Venezuela met in Bogota, Colombia, to consider commercial policy and financial matters. The Inter-American Development Bank was reminded of the essentiality of the immediate establishment of a system for financing Latin American exports, with substantial support of financial resources from abroad.

Other important resolutions adopted at the Bogota meeting included continued efforts to achieve uniformity in customs tariffs and suggested that member countries prepare lists correlating national tariffs with uniform nomenclature in which concessions are published and that the LAFTA Secretariat prepare consolidated lists.

Further, looking toward the creation of conditions favorable to the establishment of a common market, it was recommended that studies be undertaken for the purpose of harmonizing the import duties on purchases from non-LAFTA countries. Also recommended was a meeting of representatives of central and commercial banks to study complementation formulas in regional banking.

Along similar lines, a joint declaration dealing mainly with LAFTA matters was signed in Bogota on September 23, 1963 by Argentina and Colombia concerning the necessity of harmonizing all aspects of economic policy. Gradual development of a common customs tariff in relation to outside countries was declared to be basic to harmonization of economic policy. It was further recommended that there be a study and analysis of means of achieving a common external tariff prior to the future LAFTA Ministerial meeting.

Lima conference

A Conference on Planning and Industrial Development was held in Lima, Peru, between April 15 and 20, 1963. This was the first meeting of planning authorities of the LAFTA countries, and as such was limited largely to the establishment of contacts and an exposition of the planning institutions of the 9 countries—their organization, methods and objectives. Through such meetings, the LAFTA countries hope to achieve coordination of economic development policies and plans, particularly in the industrial field. Such coordination is designed to reinforce the agreements.

The future impact of LAFTA on United States business interests, from the vantage point of only three years of operation is conjectural. However, with respect to U.S. investment in the area, manufacturing located in the area now or in the future will in the long run have a larger market. This will be particularly true as the number of meaningful concessions in the annual negotiations grows.

There will be an increase in U.S. investment in manufacturing facilities because of market expansion, although the lack of a common external tariff applicable to products outside LAFTA may limit this.

With the gradual lowering of internal trade barriers, U.S. exporters, particularly those shipping consumer goods, may find themselves at a competitive disadvantage with producers in the LAFTA area. However, with the maturing of the market within the LAFTA structure, and the promotion of economic development, the use of U.S. manufactured products will increase. With the development of more complex manufacturing facilities exports of U.S. capital equipment may be expected to increase, particularly in view of the relatively underdeveloped state of Latin America's capital goods industries.

AN E-WINNER'S STORY

Prestolite tours the world

U.S. auto parts maker takes sales message across 5 continents to promote trade

By ARTHUR McDERMOTT
Staff Writer

"Showing the flag" may have been discarded as a national policy since Teddy Roosevelt's Great White Fleet circled the globe, but Prestolite International has applied the practice to its modern-day export effort with such telling effect that from now on it will be entitled to display the President's "E-for-Export" flag.

The award, which might better be labelled "E-for-Everywhere" in this instance, is the 349th received by U.S. firms for boosting this country's overseas sales.

"Matilda," a Prestolite-equipped Jeep station wagon, recently completed a journey that took it completely around both American continents, while "Hamlet," a Volkswagen bus outfitted by Prestolite, is midway through a jaunt around Africa, Western Europe, and the Near East.

Dealer reaction to both promotions has been excellent. Not only has it helped sales and increased dealers in various segments of the world, it has brought attention to the company name, which was relatively unknown in world automotive markets.

It's also enabled youngsters to have the times of their lives.

Matilda's odyssey

Piloted by Hilary Dunsterville of Caracas, Venezuela, and Lou-Bette Herrick of Richmond, Virginia, Matilda left New York City in 1960, bound for Caracas.

The planned 3-week trip to Caracas took 7 months and all their money, but the travelling bug had bitten the girls. They contacted Prestolite International, a recently formed automotive parts corporation with manufacturing and distributing operations in South America, and asked if they would sponsor the rest of a trip around the continent.

Prestolite agreed, and threw in all of North America to boot. Matilda was dressed in her new Prestolite uniform and the jaunt began.

Wherever possible, Matilda and her drivers made personal appearances in cities with Prestolite spark plug dealers. Customers were invited to special gatherings where the girls presented a slide film description of their trip to that point and showed off their vehicle.

During their 55,000-mile trek they went as far south as Ushuaia, Tierra del Fuego, the southernmost city in the world, and

THE LAST MILE: It's a long way from Tierra Del Fuego, but "Matilda," Luby and Hilary don't seem any the worse for wear. Both car and girls thrived on a diet of constant travel as they rolled from one Prestolite dealer to another across the length and breadth of both the Western Hemisphere's continents.

SAHARA INTERSECTION: Hamlet warily eyes some ships of the desert as they shuffle across his bow. He seems unruffled by the knowledge that they get even better mileage to the gallon than he can manage.

as far north as Circle, Alaska, the "End of the Road" on the Alcan Highway.

They visited all 19 nations of continental North and South America and went through customs 90 times.

They forded rivers and ferried on barges and dinghies. They crossed "gaps" in the Pan American Highway, pushed "Matilda" over impassible tracks and mountain passes as high as 15,885 feet.

They have eaten and drunk . . . iguana eggs, cow's udder and intestines, sheep's jaw, hog's feet, roast goat and guinea pig, snake steak, octopus, eel, sea urchin, fried ants, donkey's milk, fermented cactus, and palm nut juice.

They camped below sea level and above 14,000 feet . . . in canyons and on volcanoes . . . in Maya and pre-Inca ruins . . . on Ecuadoran banana plantations and Patagonian sheep ranches . . . in a Peruvian railway station . . . an Argentine customs house . . . a Venezuelan police station . . . and a Tierra del Fuego oil camp.

They washed themselves and their clothes in shark-infested lakes (Lake Nicaragua, home of the world's only fresh water sharks) and oceans, in tropical rivers, icy Andean streams, hot sulphur springs, and glacier-fed lakes.

Gallant old Matilda, her equipment still operational, has been retired but will continue to roll around the country telling the story of her exploits through a tape recording made by the girls.

Meanwhile, back in the Eastern Hemisphere, "Hamlet" is chugging through Africa, tooting the Prestolite horn.

Piloted by Mr. and Mrs. Bjorn Bernhardsen, the Volkswagen bus left Copenhagen last December on a trip that will carry the threesome to Capetown, South Africa and back.

Reports on Hamlet's trip are still fragmentary, but he has already passed through Germany, France, Spain, Morocco, Algeria, Niger, Chad, Sudan, Congo (Leopoldville), Uganda, Kenya, Tanganyika, Rhodesia, and South Africa. The Bernhardsen's itinerary includes a crossing into Asia for a return to Europe via the Near East and Turkey.

Hamlet is also visiting manufacturers and distributors of Prestolite products along his route.

Both trips have not been without their difficulties. The cash bond required by Brazil for the entry of "Matilda" was just too high while "Hamlet" had trouble crossing the Congo, finally making it on a "laissez-passer"from city to city.

J. J. Bohmrich, president of Prestolite International, said, "we are treating the 2 cars as ordinary vehicles. They are giving us visibility to the average motorist as both are thoroughly identified with Prestolite. The use of our products on these cars gives our dealers and distributors further proof of the quality of our products."

While its international branch was formed only 2 years ago, the Prestolite name has been known in the automotive industry for more than 50 years. It goes back to the early gaslamps used on horseless carriages.

In the last 2 years the Prestolite International has extended its manufacturing facilities to 22 countries, with marketing and distribution in 77 nations.

Finally, to add extra zest to its international operations, Prestolite has a personal appearance contract with Miss Universe each year, whereby she helps open new overseas operations and boosts morale at the firm's far-flung activities around the globe. But that, obviously, is another story.

STRADDLING HEMISPHERES: Hamlet poses with his drivers, Mr. and Mrs. Bjorn Bernhardsen of Copenhagen, at a painted strip marking the point where the equator crossed the Uganda highway they were travelling on their way to Capetown, South Africa.

STILL RARING TO GO: Commissioner James J. O'Brien of New York and Hilary help Luby stop "Matilda" in front of New York's City Hall, at the end of her 56,000-mile circuit of both American continents.

On-the-scene observer reports quickened Western interest in trade relations with Poland

U.S. consul in Poznan analyzes current trend towards more imports from Britain, West Germany, Italy, U.S.

By CARROLL BROWN
American Vice Consul, Poznan

Many British, West German, and Italian—plus a few American—firms are having second thoughts about trade with Poland.

While Harris tweeds, Mercedes Benz, and Cinzano are still symbolic of another world to the average East European, there is ample evidence of creeping capitalism in the form of a high regard for Western goods.

American exporters are increasingly aware of the special economic relationship we have had with Poland since 1956 and are becoming more and more emboldened to move into the limited but profitable market there.

To do this, an American company must first determine what can be sold there and how to go about it. The company's experience in other countries will be of little help, since the nations of the Soviet Bloc make their own rules and do not necessarily abide by normal business practices of other nations. But the rules are published and a little study of them will provide the average salesman with sufficient expertise to get started.

How it works

The first fundamental is that, like all Communist countries, Poland's economy is a planned one and is centrally directed from the top. This means that purchases of foreign goods are determined not by the direct needs of individual users but by the provisions of the annual country-wide economic plan, which in turn is influenced to some extent by the availability of foreign exchange. Since there are never enough dollars or pounds to buy everything desired, the competition for a foreign-currency allocation is quite keen. Each industry is represented by a state-run foreign trade enterprise, called a "centrala," which speaks for all the component parts of the industry. These "centralas," usually bearing names suggestive of their specialty (MOTOIMPORT, representing the motor vehicle industry, TEXTILIMPORT, the clothing and textile industry, etc.), make the decisions as to which foreign firm to buy from and act as middlemen between foreign sellers and Polish end-users.

Help from BIC

The enterprising U.S. businessman should plan a multi-pronged attack. First of all, he should contact the Department of Commerce's Bureau of International Commerce and the Economic Section of the American Embassy in Warsaw regarding any licensing or export controls affecting his commodity, the "saleability" of his product in Warsaw, and possible leads on appropriate "centrala" and firm representatives in Poland. It would be worthwhile to seek similar information from the Polish Embassy's commercial attache in Washington or the Polish Trade Mission in New York.

The items purchased abroad vary from year to year, but some—such as machine tools, medicines and chemicals, precision machines and electrical equipment—are bought every year. Although there is a great deal of interest in Poland in consumer and luxury items, especially among the general public, the country's chronic hard-currency shortage does not permit large-scale purchases of many items of this nature.

Lots of samples

After deciding to sell in Poland, the next step is to send a company representative.

The representative should arrive in Warsaw armed with complete technical data on his product, *pro forma* invoices, price lists, and lots of samples. Using American "hard-sell" techniques, he calls on every person of possible influence. These contacts are concentrated in the trade centralas, but talks with factory managers, end-users, and persons in the Ministry of Foreign Trade also help. Again, the Embassy's Economic Section can render valuable assistance in these efforts. In his discussions, the U.S. salesman should remember that his potential buyer is not so much interested in the competitive potential of a machine, for example, as he is in its ability to lower the unit-cost of production and thus more efficiently fulfill his firm's share of the national economic plan.

Timing

As for the timing of this first visit, the early Fall, when economic plans for the following fiscal year are drafted, is best. But more important than the actual month is the need to follow up initial calls with return visits and correspondence at periodic intervals. Also invaluable is participation in the annual Poznan International Trade Fair, where additional contacts are made and the competitors' wares can be appraised. The main point is to make a determined effort to sell to the right people, and if the item is slated for foreign procurement in the year's plans, there is an even chance of making a sale. If no business is done there is always the possibility that a given product may be included in the following year's plan.

These are techniques used by the more experienced Western European companies. Judging from trade statistics and the ever-increasing numbers of salesmen and technicians who pour into the Poznan Fair each year, they have been successful.

Pioneer status granted by Singapore to 44 industries

Forty-four new manufacturing enterprises were issued pioneer-industry tax-exemption certificates by Singapore under a September 9 Government announcement.

The action, bringing to 119 the total number of such certificate holders, was taken before Malaysia Day, when the new central government assumed control. (An earlier announcement had stated that 8 industries and certain of their products would be granted pioneer industry and pioneer product status.)

The new pioneer industries are in foods, vegetable oil extraction, chemicals, manufacture and assembly of motorcycles and motorscooters, and operation of a grain silo.

A complete list of pioneer products and industries of both Singapore and the Federation of Malaya may be obtained from the Bureau of International Commerce, Office of International Regional Economics, Washington, D.C., 20230.

Illinois bathroom scale maker says 'personal contact' leads to successful selling abroad

Strong competition from European manufacturers doesn't deter Hanson Scale Co. from energetic promotion effort

By STANLEY LICHTENSTEIN
Staff Writer

Always admonishing its customers to watch their weight, the Hanson Scale Co. of Northbrook, Illinois, doesn't have to practice what it preaches. The fast-growing firm keeps in trim by selling bathroom scales all over Europe—and other parts of the world—right under the noses of local competitors.

How does it do this? President Stan B. Hanssen, reviewing an overseas sales-promotion program which in 5 years has brought gratifying returns, says:

"We believe our success as a small company in promoting our product internationally was due to personal contact. Almost all our distributors and sales representatives in each market were personally contacted. We listened to the local representatives for information on local market conditions and requirements. We furnished American-styled scales, but color and trim were altered to suit local tastes. We provided blank sales literature that could be imprinted in the local language where necessary."

Leaps and bounds

In 1957, a year before the Hanson Co. began its systematic effort abroad, export sales figures totaled $3,844, not including sales in Canada. Comparable totals for succeeding years were $65,419 in 1958, $159,688 in 1959, $297,002 in 1960, and $418,190 in 1961. This last figure for Hanson exports to 23 countries represented 27% of total company sales. Mr. Hanssen estimates that his firm's 1962 exports accounted for 42% of all U.S. bathroom-scale exports to countries other than Canada.

The enterprising firm has found its largest markets in Sweden, Norway, Denmark, Finland, Italy, Belgium, West Germany, The Netherlands, Switzerland, the United Kingdom, New Zealand and Singapore—and this year is adding Japan. Encouraging sales have also been made in India, Peru, Mexico, Chile, Kuwait, Lebanon, Venezuela, Hong Kong, Colombia, South Africa, and the West Indies.

Shown to advantage

Calorie-conscious visitors to the London Trade Center of the U.S. Department of Commerce, and to shows such as the recently held Cologne International Household Goods and Hardware Fair, have been lured onto Hanson-made scales, sometimes stepping off again in dismay at the reading on the dial. The company's readiness to exhibit on every suitable occasion puts zing in its promotional drive.

With the growth of their prosperity in recent years, many Europeans have also experienced a growth of avoirdupois. This personal predicament—well-known in the United States—makes them receptive to the Hanson Co.'s widely advertised product, and helps to explain the soaring statistics on numbers of Hanson units exported: 153,000 in 1961, 251,000 in 1962, and a 42% jump in the first quarter of 1963 over the first quarter of 1962.

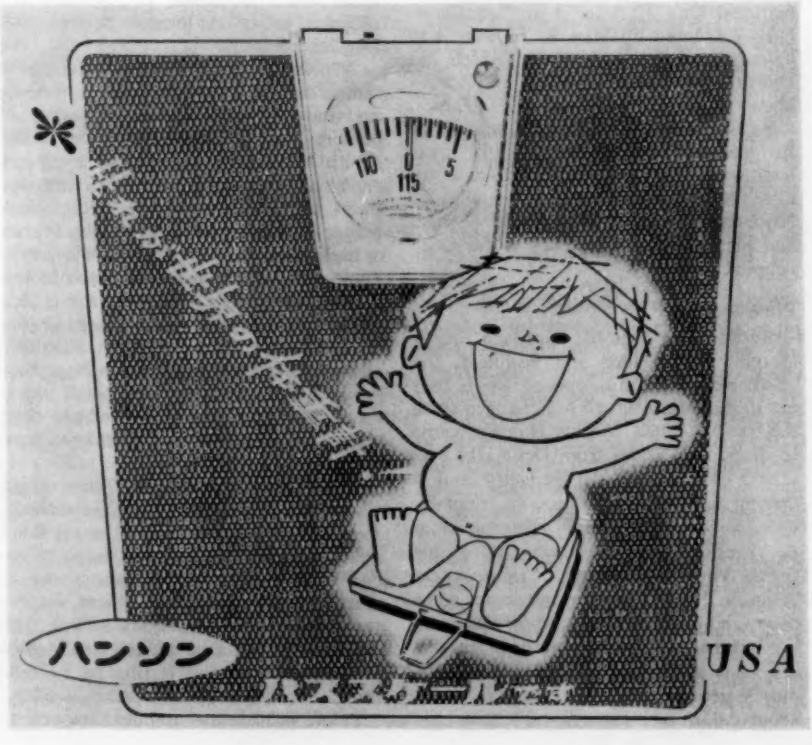
Sketching the background of an important step taken last summer, Mr. Hanssen notes:

"We realized that it would be necessary for us to have an overseas manufacturing location to assist us in serving certain markets where extreme competitive conditions existed. We chose Sligo, Ireland, and established an affiliated company called Hanson Limited. This plant gives us duty-free entry to the English market. The parts for scales are manufactured at our factory in Northbrook and exported to the Irish affiliate. We expect to penetrate the Eng'ish market in depth from this overseas location.

"We do not intend to manufacture our complete line of bathroom scales in Ireland. Certain numbers will always be manufactured in our plant in Northbrook. The Irish factory was mainly designed to compete in the areas where we receive preferential duty, such as England and Commonwealth countries."

Japan

After changing certain specifications in



order to meet Japan's weights and measures code, Hanson this year began exporting bathroom scales to this new market. With its usual thoroughness, the firm is using literature prepared by its Japanese distributor and running a series of cartoon ads in Japanese dailies.

Calories, it is clear, speak a universal language, whether the message be conveyed to Citizen Yamamoto through the pages of the *Sunday Mainichi* or Citizen Smith through the pages of the *Dubuque Telegraph-Herald*. With the weight-watchers of the world increasingly drawn to its

product, the booming Hanson Scale Co. has hired more workers and invested in the development of new and improved features. One of these is an "equalizer-bar"—invented by Stan B. Hanssen and patented on Nov. 15, 1960—which enables the customer to read the awful truth about his weight even when his Hanson scale is placed on rugs, mats, and other surfaces of varying textures. In their own way, the company's up-to-date international marketing methods act as an "equalizer," transcending trade barriers and penetrating the psyches of far-away peoples.

New era

By adopting a global approach that is at once hard-headed and visionary, the 75-year-old firm has opened up a new era in its history. Much has changed since the 1880's, when Marius Hanssen came to the United States from Denmark, possessed of a genius for gadgetry and a driving ambition. But his son, Stan L. (board chairman), and grandson Stan B. (president), are carrying on in his spirit. Whether you spell it "Hanssen" or "Hanson," it's still a progressive company, and one that leaves no foreign market unturned. Leading such a strenuous life, it is achieving a healthy bone-and-muscle growth, and doesn't have to worry about calories.

Thirty new Trade Lists issued this week for U.S. exporters; market data given

Twenty-six commodity areas, twenty countries represented in latest group offered by BIC continuing service

Thirty new Trade Lists—names and addresses of foreign companies handling a specific commodity or service in one country—are being offered for sale by the Department of Commerce this week. Twenty-six commodity classifications and 20 countries are represented in this group.

A valuable tool for U.S. exporters, these lists are compiled for the Commerce Department by U.S. Foreign Service officers abroad.

Information generally includes the size of each firm listed, type of operation, products handled, and sales territory; and a summary of trade conditions for the specific commodity on which the list is based.

Of special interest among the new Trade Lists announced this week (see the *World Trade Opportunities* section of this issue of INTERNATIONAL COMMERCE) is a 37-page report prepared this month and entitled, *Business Firms—Nepal*. Importers, exporters, manufacturers and producers are classified by commodity; also listed are U.S. firms, subsidiaries, and affiliates, as well as local sources of business information.

Nepal is a market with growing potential, according to the report's basic trade and industry data. Industrial and trade policies have gradually been liberalized. "With Nepal's slight surplus in hard currency, an opportunity for American suppliers exists particularly in fields where Indian products are unavailable, scarce, or high-cost. These could include jeep-type automobiles, tractors, trucks, automotive spare parts; electric generating equipment, electric appliances, radios; drugs, chemicals for the match industry; industrial machinery especially for rice milling, flour production, lumbering, and small workshops; photographic equipment and film; high quality raw tobacco; cement, iron, and steel."

Another of this week's Trade Lists, *Chemicals—Importers and Dealers—Turkey*, shows that chemical needs there are met mostly by imports. Imports for 1961 and 1962 were: inorganic chemicals, $7 million and $8 million, respectively; organic chemicals, $10 million, $13 million; miscellaneous chemicals, $4 million, $6 million; and fertilizers, $7 million, $9 million.

Paint, varnish, and pigment importers, dealers, and manufacturers are listed for Denmark. "The only domestically produced raw materials for the paint and varnish industry are whiting, ethyl alcohol, phthalic acid anhydride, some paint pigments, casein, some linseed oil, glycerine, and synthetic resin," according to the basic data included. "All others must be imported. . . . The main items imported from the United States are benzole and toluol. Raw materials are imported directly by the manufacturers of paints and varnishes.

"Imports into Denmark of paints, varnishes, and related items consist mainly of specialized products not locally manufactured, such as certain artists' colors, certain printing inks, certain lacquers, etc. The total annual import in 1962 amounted to about 36 million Danish kroner (about $5.3 million). West Germany, Great Britain and the United States were the chief suppliers."

Autos for Panama

Panama depends entirely on imports for its requirements of automotive vehicles, equipment, and spare parts, according to the Trade List, *Automotive Vehicles and Equipment—Importers and Dealers—Panama*. "While the United States has dominated the Panamanian automotive market for years, American manufacturers are facing increasing competition . . . particularly in the low-priced, small car field. . . . Nevertheless, American compact cars are finding an increasingly good acceptance." Ease in handling in Panama's narrow streets, the report states, is considered a factor in small car popularity.

A Trade List for Japan covers importers, dealers, and manufacturers of air conditioning and refrigeration equipment and another, also for Japan, lists importers, dealers, and manufacturers of medical, surgical, hospital, scientific and process instruments. Associations, trade publications, and local sources of trade information also are given.

Mimeographed copies of these and other Trade Lists may be purchased by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. Each list costs $1 per country for each commodity classification.

Israel concentrates on milk, honey, know-how

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

CHICAGO—In the hush of wood-paneled walls and Dresden-blue carpeting, His Excellency Pinchas Sapir of the State of Israel, fresh from a stubborn visit with Common Market officialdom in Brussels, conferred last week with a few midwest businessmen.

"We buy from the EEC and want to sell to them," he said. "In November we will discuss equal rights of duty on certain items. In the long run, like Turkey and Greece, we expect to become associate members."

He spoke at the Chicago Club, a men's social and reading society that, alone in an Illinois world of highly developed public relations, still haughtily refuses admittance to news photographers as well as, of course, practically everyone else.

Sapir in Israel is Minister of Finance, Commerce and Industry, duties which in Washington would comprise a third of the Cabinet, including at least the secretaries of Commerce, Labor, and Treasury, as well as chairmanships of numerous authorities.

He is short and chubby, a bald-headed man of the Yul Brynner school, with eyebrows arching high, as though continually in surprise or suspense even when militantly rattling off enthusiastic and colorful statistics of Israeli accomplishments. His Excellency wears natty dark blue shirts, neat, conservative, solid-color ties.

Later in the day, Sapir was a speaker at a seminar that included six lengthy and repetitive oral bouquets for the new lady of the Mediterranean, a country so youthful that it was not in existence when President Truman began his second term.

The Minister takes listeners on a tour of Israel's economic geography from the minerally-rich Dead Sea, the lowest point on earth, to the high hills of the North and into the heavy population that clusters along the hundred-mile coastline. "Walk into Tel Aviv," he says, "and you feel Africa, Asia, and Europe." This new nation, with a population of only 700,000 in 1948, has grown to 2,300,000—a yearly increase of 8%—or a country about the size of Los Angeles.

"Our most important product," says Sapir, "is know-how. In this land of milk and honey, desert sand and green fields, modern motor cars and saliva-dripping camels, we have sophisticated scientists.

"Investments are made as partners with other emerging nations. We sell everywhere in the world, and the Israeli merchant fleet, which 15 years ago consisted of 4 vessels displacing 6,000 tons, will by the end of the year reach a million tons with passenger ships, cargo vessels and tankers sailing all seven seas.

"We struggle most for more know-how. We make it easy for those with technical knowledge to join us. We bring in experts and then export their thoughts in the shape of industrial machinery, communication and irrigation systems, special foods, electronics and medical equipment.

"By 1970, Israel will be self-supporting, with production a hefty $2.7 billion and exports $700 million. Were it not for border defense, this goal would be reached by 1967. Israeli accomplishments are as exciting as rocketry.

"National income per capita was 60% higher in 1960 than in 1955. Industrial output has gone through the roof; and exports, which only paid 14% of imports a few years ago, are now paying 60%. We buy more from the United States than from any other country.

"In agriculture since 1953 we have been growing cotton. After citrus and eggs, we have developed a peanut crop that is now the third largest argricultural export. Sugar beets, introduced in 1951, are economically important.

"The gross national product has increased an average of 11% every year and our educational system has wiped out illiteracy.

"Students from many lands study at our schools, and when we learn something, it is passed to other countries. We give as humans in need, one to the other."

Pulp, paper mill firm in New York wins 'E' award

Ceremony in Washington, D.C. attended by many congressmen

A New York City firm which developed "a marketing program around 'turn-key or package project' sales" has received an award for its contributions to export expansion.

Secretary of Commerce Luther H. Hodges presented President Kennedy's award for excellence in exporting to Parsons & Whittemore, Inc., of New York at a ceremony Oct. 14 in the Senate Conference Room in the Capitol Building in Washington, D.C. Karl F. Landegger, president, accepted the award.

The ceremony, sponsored by Senator Henry M. Jackson (D-Wash.), was attended by about 100 members of Congress, representatives of international finance organizations and officials of the U.S. and other governments. Also attending were a number of ambassadors from countries where Parsons & Whittemore has developed paper mills.

The firm won the award for "developing a marketing program around 'turnkey or package project' sales" to show how such a formula "is uniquely suited to an exporter of heavy industrial machinery." The company has "won distinction in expanding its sales of quality 'made in USA' products" by offering complete pulp or paper mills for delivery "anywhere in the free world," along with technical and financial assistance and guarantees.

By doing this, the company "pleased its many customers in other lands, brought dollars to the United States and made an outstanding contribution to the export expansion program."

The company pioneered the "turn-key" or package plant sales concept and in the past 10 years has developed a worldwide sales organization with representatives in 47 capital cities. Its research workers have succeeded in designing and developing paper mills to adapt various indigenous fiber plants to the manufacture of paper, thus permitting the production of paper in nations without pulpwood.

Secretary Hodges presented the firm with a blue and gold citation, signed in the name of President Kennedy, a blue and white "E" pennant, and lapel pins.

Food processing and equipment exhibition to be held next spring at Tokyo Center

Japan emerges as leading producer and consumer of food after wartime devastation; emphasis placed on western type products

The U.S. Trade Center in Tokyo will stage a food processing and equipment show in Tokyo next spring.

Featured at the April 14-May 1, 1964, event will be preparation, cutting, filling, instrumentation and processing machinery for processing meat, fish, vegetable and fruit products.

The following items reportedly will be in great demand in Japan in the immediate or near future.

Advanced types of meat choppers, silent cutters, meat mixers, stem cutters, bone-separators, mushroom slicers, peach-pitters, pear-preparers, potato dehydrating equipment, potato washers, egg washers and breaking machines, centrifugal separators, plate heat exchangers, and freezing and drying equipment.

Further information about U.S. Trade Centers is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230.

Japan has emerged from wartime devastation to become a leading producer and consumer, notably of food. The output of agricultural, livestock and marine products in recent years has increased significantly while, at the same time, a rising standard of living coupled with general population growth has led to increased demand for food and for a greater variety of foods.

Buying more food

Urban population expenditure for food has increased by approximately 50% in the last 8 years. Simultaneously, the Japanese tastes in foods have been changing with growing emphasis on new food items and on western type foods. These trends are expected to continue.

Consequently, the Japanese food processing industry is developing rapidly. While it is still largely geared to small quantity production, advanced high production capacity machinery and equipment and automation have been introduced from abroad and are being increasingly used, especially in canning and meat processing.

Japan imported $9.3 million worth of equipment in 1962, 34% of which was U.S. equipment. This value, plus joint-venture agreements approved in recent years and pending indicates that a significant market for U.S. equipment and know-how exists in Japan.

Additional information about the Trade Center show is available from the Bureau of International Commerce, Exhibits Participation Division, Department of Commerce, Washington, D.C., 20230.

$25 million in sales from Frankfurt show predicted by 1965

1,550 visitors seem impressed with Center electronics exhibit

Sales at the recent electronic components and instruments show at the Frankfurt Trade Center totaled approximately $1 million, distributed among the 26 U.S. exhibitors.

Sales resulting from the June 5-14 show are expected to reach $25 million by January, 1965, according to the exhibitors. The 26 participants represented 63 U.S. firms.

Over 1,500 visitors

Estimated attendance at the 7-day show was 1,550. The visitors, 1,400 of whom were registered, were chiefly engineers and other technical people from a broad range of industries which are important users of electronic equipment.

Visitors appeared impressed with the products on display and considered the U.S. in good position to offer new products of high quality at competitive prices.

Minnesota company shows its products at Frankfurt fair

Firm appoints distributor, develops contacts as result

A Minnesota firm, making its first attempt to sell in Europe, exhibited ironing tables, folding carts and outdoor steel furniture at the recent U.S. Trade Center Non-electric Housewares Show in Frankfurt, Germany. Their experience is cited by commerce officials as typical of many exhibitors.

As a result of their exhibits at the Aug. 21-Sept. 6 fair, the J. R. Clark Co. of Spring Park, Minn., appointed a distributor for West Germany and developed contacts with prospects. The firm expects to appoint agents soon for several European countries.

The Minnesota company holds a number of patents and participated in the show to explore the European market for its products. Executives of the firm entered the show in order to determine whether to enter the European market.

Gary Hauptman, the firm's foreign adviser, said his company "was very gratified by the interest and response of business people visiting the exhibit."

The Clark Co. was represented by J. R. Clark, chairman of the board; Donald J. Munson, president; K. B. Olander, director; and Hauptman. At least two of the four executives were at the show at all times. Three of them arrived before the show opened.

All four said they were particularly pleased to note that their products were competitively priced despite substantial transport and duty costs. They claimed that the market prospects for their goods were very promising in West Germany, Denmark and possibly in other Western European countries.

ANIMAL HUSBANDRY FAIR

Business arrangements at the 14th annual National Fair of Agriculture and Animal Husbandry held April 30-May 8 in Foggia, Italy, totaled an estimated $3,220,612. Over 600 exhibitors and approximately 90,000 visitors were reported by the fair management.

Brazilian business still sluggish; inflation outstripping 1962 pace; economic planning system altered

Committee established to review all foreign exchange requests; council for coordination of foreign trade activities proposed; protested berthing preferences for Brazilian ships still in force

Brazilian business was sluggish, but serious efforts by the government at economic planning were in progress in July and August.

A major overhauling of the Brazilian national economic planning system has taken place. President Goulart signed a decree on July 11, creating the Coordinating Body for National Planning, under the chairmanship of the President of the Republic. The Coordinating Body will prepare a new elaboration of the 3-Year Plan. Within 120 days after the decree, the body is to present a program of public works to be executed. The executive function of this Body has been given to the President's Technical Advisory Staff which was reorganized by the decree. The Director of this staff will also act as Executive Secretary of COPLAN (the National Planning Committee), COCAP (the Coordinating Commission), and the National Development Council.

President Goulart announced the release of $21 billion cruzeiros for execution of the SUDENE program in Northeast Brazil. These funds include $10 billion cruzeiros for electrification, $8 billion cruzeiros for roads, $2 billion cruzeiros for drilling water wells, and $1 billion cruzeiros for modernizing the Salvador and Fortaleza water systems.

Financial measures

The signing of the federal pay raise compulsory loan law was a July highlight. The most important development in the financial area in August was the change introduced by SUMOC (Superintendency of Money and Credit) Instruction 244 which had the effect of depreciating the cruzeiro rate applied to tourism and certain other financial transactions unrelated to trade.

Heavy disbursements were also necessary to meet the July payroll and the 70% increase retroactive to June 1. New currency issued in August amounted to $30 billion cruzeiros and cumulative new issues this year have reached $85 billion cruzeiros. Adding the $10 billion cruzeiros drawn from the SUMOC reserve, brings the total increase of currency in circulation for the first 8 months of 1963 to $95 billion cruzeiros.

Two other instructions were issued in August: Instruction 243 restricts and regulates the granting of exemptions from the advance deposits applicable to imports and financial remittances; and Instruction 245 increased from 60% to 70% the portion of coffee exchange receipts to be "repassed" by commercial banks to the Bank of Brazil.

Inflation

The cost-of-living in Guanabara rose 6.7% in July and 4.1% in August. The cumulative rise in the cost-of-living in Guanabara for the first 8 months of 1963 was 45% compared with 28.7% in the same period of 1962. All parts of the country reported continuing price rises at a faster pace than last year, and this trend led to pressures for revision of the minimum wage which had already been increased 50% around the first of the year.

To restrict further foreign exchange availabilities, the Finance Minister issued an ordinance in July establishing a committee to review all requests for foreign exchange for import needs or any financial transfers registered with SUMOC. The cost of import dollars increased as dollar availability declined, and the policy of the Bank of Brazil to reduce the negotiation of contracts for the sale of forward convertible exchange, mainly for imports, was continued.

The continued threat of Government regulation in various forms was a disquieting factor in private business. In the exchange houses, the dollar rate for the cruzeiro declined from 795 to 980 between the end of June and the end of August.

Except for coffee, export sales of Brazilian products were slow, but the prospects for cacao brightened somewhat. The 1963 Brazil nut crop for the States of Para and Amazonas was estimated at 33,000 metric tons, compared with 34,373 metric tons in 1962.

Foreign trade coordination

Early in July the Foreign Minister proposed studies for the creation of a Council for the Coordination of Foreign Trade. In mid-July a mixed Brazilian-Argentine Industrial Cooperation Group met in Brazil, in accordance with the precepts of the Latin American Free Trade Association (LAFTA), to consider problems related to industrial complementation in the aeronautical and railroad areas; free traffic in automobiles and trucks; the coordination of plans for research and experimentation in the field of atomic energy; problems of the division of freight between the 2 flags; and aspects of the steel, machinery, textile, petroleum and chemical industries.

Bloc trade activity continued in the Northeast: An East German trade mission reportedly offered electric cranes for the Port of Recife with payment to be made in coffee; Rumanian representatives investigated the possibility of purchasing Pernambuco cotton; the Yugoslav Ambassador expressed interest in setting up a diesel assembly plant in Recife; and 2 Soviet technicians were in Bahia to study petroleum possibilities.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Business generally remained sluggish, except that retail trade was more active, particularly in Belem, Rio de Janeiro and Rio Grande do Sul. Total yearly imports were valued at $675.3 million through June, and exports at $567.2 million, resulting in a trade deficit of $108.1 million compared with $109.3 million for the same period of 1962.

Port congestion

Port congestion was serious throughout July and August in both Rio de Janeiro and Santos; Portaria No. 251, giving berthing preferences to Lloyd Brasileiro ships, remained in force despite the protests of 12 maritime nations, including the U.S. In other maritime developments, President Goulart inaugurated the first regular passenger and cargo service (Navegacao Riograndense S.A.) to southern Africa and the Far East; 2 major ships entered the Brazilian Merchant Marine, a 42,000 ton Yugoslav-built tanker and a 12,000 ton cargo vessel; and the Merchant Marine Commission abolished Lloyd Brasileiro's cargo monopoly in intra-LAFTA trade.

In land transport, the emphasis was on planning. A Priority Highway Plan calls for improvement or new construction in 14 separate highway systems and linkage of the Northeast with the south-central industrial areas by 1965. Sao Paulo State is also reportedly studying a plan to avoid internal freight tie-ups through construction of a rail circumferential around its major city.

In commercial aviation, public debate focused on the proposal to create AEROBRAS, a Government aviation monopoly. At the same time, the establishment of a tourist exchange rate caused international fares to jump approximately 35%. National fares rose 4% to compensate for a wage increase to airline employees.

Unfavorable weather

Unfavorable weather conditions caused 3 major agricultural crises in July and August. Frost in the State of Parana and parts of Sao Paulo caused damage to coffee and sugar cane. Drought in the states of Sao Paulo, Parana, and parts of Santa Catarina, and portracted drought in the States of Mato Grosso, Goias, and Minas Gerais hindered wheat plantings, caused farmers to switch to other crops, and seriously affected cattle feeding and meat prices.

The latest crisis was the field fires which started in Parana at the end of August and reached uncontrollable proportions. The extent of the damage could not be immediately determined.

Heavy rains late in August brought some relief to drought conditions in Rio Grande do Sul, but the current wheat crop was damaged by warm weather which caused germination to occur early.

The current rice crop in Rio Grande do Sul is estimated to be about the same as last year (1.34 million metric tons), and the Rice Institute has obtained an additional Bank of Brazil loan of $6 billion cruzeiros to purchase enough rice to assure an adequate supply for internal consumption and maintain established minimum prices. Rio Grande do Sul is the largest rice producer in Brazil. Total Brazilian production in 1962 was about 5.5 million metric tons and 1963 output is expected to remain the same.

President Goulart authorized SUNAB (Superintendency for Supply) officials to take steps to assure an appropriate supply of meat, beans, sugar and fish to the consumer's market. Brazil's wheat imports for the January-August 1963 period totaled 1,478,000 metric tons. Bread prices in Guanabara State increased 27% during August.

Grain elevator

The Sao Paulo State Government announced that it would build a giant grain elevator with capacity of 100,000 metric tons of cereals near the port of San Sebastiao. A railway trunk line and several sidings, as well as an extension of the Santos-Sao Sebastiao highway, now under construction, would be built to facilitate transport of cereals to the grain elevator area.

The cost of these port facilities was estimated at $1.5 billion cruzeiros. Construction is to be completed in 3 years, but the grain elevator will start functioning at one-sixth of planned capacity within a year.

Because of recurrent port congestion in Santos, the Sao Paulo State Government is anxious to improve and expand the Port of Sao Sebastiao as an alternate port of call.

Additional information can be obtained from the following Department of Commerce publications:

Foreign Trade of Brazil, 1960-61. OBR 62-23. 4pp. December 1962.

Import Tariff System of Brazil. WTIS. Part 2, No. 61-57. 3pp. September 1961. 10 cents.

Licensing and Exchange Controls, Brazil. WTIS. Part 2, No. 61-93. 8pp. December 1961. 10 cents.

Pharmaceutical Regulations of Brazil. WTIS. Part 2, No. 60-38. 5pp. August 1960. 10 cents.

Preparing Shipments to Brazil. WTIS. Part 2, No. 61-58. 11pp. September 1961. 10 cents.

El Salvador to install communication net

Supply and construction contracts subject to international bidding

The World Bank has loaned El Salvador the equivalent of $9.5 million to assist in the development of a modern telecommunications system. The loan will help finance automatic exchange equipment for 26,000 telephone lines in the 3 principal cities, San Salvador, Santa Ana, and San Miguel, together with the construction of a micro-wave radio system connecting these cities with several smaller communities throughout the country.

The Bank loan will cover the foreign exchange requirements. Contracts for construction and the supply of equipment will be awarded on the basis of international competition.

The loan was made to Administracion Nacional de Telecomunicaciones (ANTEL), a newly established autonomous Government agency responsible for providing telecommunications services in El Salvador.

Two new main automatic exchanges and 2 satellite exchanges will be built in San Salvador and equipped with 20,000 lines; and the existing 7,000-line exchange will be modified to interconnect with the new exchanges. The principal exchange will have equipment for long distance, information, repair and special services. A 4,000-line automatic exchange will be provided in Santa Ana and a 2,000-line exchange in San Miguel. With the exception of some underground conduits and cables in the center of San Salvador, practically all the outside plant, cables, wires and poles, in the 3 cities will be rebuilt.

ANTEL will retain qualified consultants to assist in planning and supervising the project, in the training of personnel, and in organizing and operating the various services during the initial years.

AID EASES ACCESS

The Agency for International Development has loaned $8.6 million to finance a highway construction program to provide an all weather access road to the underpopulated areas of Eastern Nigeria. Construction of a 71-mile road, including a bridge over the Cross River, and improvement of 42½ miles of existing roads is planned.

4th Nigerian regional government creates potential sales for U.S.

May wish to found state radio system, government printing office; offers central location for light manufacturing industries; Government needs pre-fab office buildings, construction material

Nigeria's fourth regional government —the Midwestern Region—is now in the process of organization. Reports from the American Embassy at Lagos indicate that establishment of the new Government is creating sales opportunities which are of interest to many American suppliers.

The new region, voted into existence in a referendum held on July 13th, consists of 2 former Western Region Provinces, Benin and Delta. They account for about a quarter of the population and a little over a third of the land area of Western Nigeria. Bordering Eastern Nigeria, the Midwest has Benin City as its capital and includes the port cities of Warri and Sapele.

The region will be under Nigerian Federal Government administration during a transitional period of at least 6 months. An administrator and 3 deputies responsible to the Federal Government have been appointed, as have 13 Commissioners who correspond to Ministers in the established regional governments.

Development possibilities

The new region has no development plan of its own, and it is not yet clear which parts of the Western Region plan will apply to the Midwest; few projected expenditures are specifically allocable to the new region.

Among the most important such projects, however, are those for rehabilitation and expansion of the rubber industry and for establishment of a Rubber Research Institute near Benin. The Western Region plan also calls for expenditures of $280,000 for improvement of inland waterways (most of them in the Midwest), $767,000 for establishment of new industrial centers at Warri and Sapele, and $120,000 for a center offering training in textile production, to be located at Warri.

Major Midwest capital projects in the Western Region budget for 1963/64 include outlays for a technical institute ($1.2 million), and for expansion of Edo College at Benin ($680,000).

The Midwest's principal assets, from the point of view of development planning, are its relatively thinly populated land resources, with substantial reserves of timber and rubber, and its petroleum and natural gas, assets which it shares with the Eastern Region.

The Midwestern Region will offer a favorable central location for light manufacturing industry once the Shagamu-Benin road is completed to link the new region to Lagos and the West, and when the Niger Bridge at Onitsha is completed to connect the Midwest with the East. Industries in both East and West now encounter some difficulty in distributing their products in the region, since transport is expensive and rail connections between East and West follow a circuitous route through Kaduna in the Northern Region.

Commercial openings

While financial resources of the region may be limited initially, establishment of the new Government is opening immediate commercial prospects for a wide range of items which will be needed by the various Ministries.

The Commissioner for Works and Transport, for example, has requested information from suppliers of prefabricated buildings which are urgently needed to provide temporary office space in Benin. In addition, permanent office buildings for the new Government will have to be built; both design and construction of these buildings will offer opportunities for American architects, consulting engineers, and contractors. The market for building materials, air conditioning equipment, and similar items will also expand with this increased building activity.

A long list of other items will interest the new Government, over time, as it establishes itself. The Midwest may want to establish a radio broadcasting service as the other 3 regions and the Federal Government have done. It will need a fleet of automobiles and other vehicles.

Although some office equipment and machinery will be inherited from the Western Region Government, much more will be needed. A government printing office, requiring machinery and equipment, probably will be established.

The new Ministry of Works will want additional engineering and road-building equipment, supplemental to what it obtains from the Western Region.

On many items, especially construction of housing and office facilities and office equipment, time for effective sales promotion will be very short, and the speed with which delivery can be made will be an important factor in making sales. On the spot representation of U.S. firms, either by a Nigerian businessman or by the local branch of one of the major European trading companies, will be important.

The following commissions are likely to have immediate needs for materials and equipment: Works and Transport, Lands and Housing, Health, Education, and Trade and Industry. Offices of all Commissions are located in Benin City, Mid-Western Region, Nigeria.

Iceland group considers building oil refinery

The possibility of an oil refinery in Iceland is now being surveyed, as reported by 3 leading news publications in that country.

Dr. Johannes Nordal, Chairman of the Committee for Big Industry, where responsibility for the survey rests, has confirmed these reports, stating that the survey is being made on behalf of a group of individuals and representatives of oil companies in the country. Two foreign specialists have been in Iceland recently for this purpose.

Mr. Steingrimur Hermannsson, Executive Manager of the Research Council, confirmed the survey and the presence in Iceland of the 2 representatives of foreign oil companies.

The news items went further and pointed out the growing market for oil in Iceland, presently at a domestic consumption rate of 10,000 barrels daily. This indicates the possibility that a small refinery could be very profitable. An oil refinery would also open new vistas in the possible future production of petro chemicals. The refinery survey is now in its initial stage and is expected to take some time to complete.

HIGHWAY ALMOST FINISHED

The Rome-Magliano Sabina section of the Rome-Florence turnpike was opened to traffic late in September. The entire turnpike is to be completed ahead of schedule.

Demand for U.S. light leathers on U.K. market doubles, shoe sales pick up

Wide range of colors shown at London exhibit interests British leather manufacturers; sales of high-fashion shoes could gain

Although U.K. tanners produce excellent quality leathers, British manufacturers of leather products were impressed by the wide range of colors and textures of U.S. leathers exhibited in London early this year.

There has long been a belief in some British footwear circles that good potentials exist for "size fittings," since British producers do not manufacture shoes in the wide range of widths which American producers do, the U.S. Embassy, London, reports in a survey requested by the Leather and Allied Products Division, BDSA.

British manufacturers of leather products, merchants, agents and retailers obviously liked what they saw in the American leathers exhibited in London in the early spring. Shown were more than 50 colors of leathers which had been selected as standards and were expected to enter volume production. Of particular interest was the wide array of colors in which patent leathers are produced. Garment suedes and grains, as well as sueded pigskin and shearlings, also shared the spotlight.

This interest has been borne out in U.S. statistics which show that U.S. leather exports to the U.K. more than doubled in the first seven months of 1963 compared with the first seven months of 1962. As a matter of fact, U.S. exports of leather to the U.K. were higher during Jan.-July 1963 than during the entire calendar year 1962.

U.S. exports of light leathers (such as upper, lining, glove and garment) increased from 619,445 square feet in the first seven months of 1962 to 1,372,264 square feet in the first seven months of 1963. In calendar year 1962, U.S. exports of these items to the U.K. amounted to 1,221,459 square feet.

Domestic output drops

British domestic leather production dropped from 275.6 million square feet of light leather and 23,880 long tons of heavy leather in 1961 to 258 million square feet of light and 16,560 long tons of heavy leather in 1962. This is attributable, among other things, to competition from Commonwealth countries which enjoy preferential duty treatment to the restricted availability of raw materials needed for the finer leathers in which British tanners are most competitive, and the increased costs of these; and to the fact that British consumers, unwilling to pay higher prices for shoes, are accepting considerable downgrading in shoe quality.

Leather imports increased steadily through 1961 when they reached a peak of 74 million square feet, but dropped in 1962 to 64 million square feet.

British shoe manufacturers do not produce footwear in the wide range of sizes and widths as do U.S. manufacturers. For this reason there still appear to be possibilities for increased sales of American shoes on the British market.

U.S. sales up

Although footwear sales to the U.K. dropped sharply from 165,783 pairs to 96,310 pairs between 1961 and 1962, according to U.S. statistics, sales in the first seven months of 1963 were almost double those of the first seven months of 1962. During Jan.-July 1963, 100,790 pairs of shoes and slippers were exported to the U.K. This compares with 54,249 shipped in the first seven months of 1962. The 1963 sales included 34,587 pairs men's shoes; 20,473 pairs women's shoes; 27,445 pairs slipper and moccasins for housewear; and 18,285 pairs of miscellaneous types.

Total imports of footwear into the United Kingdom declined from 15.2 million pairs in 1961 to 14.7 million pairs in 1962. Italy was the principal supplier of leather shoes and together with Belgium and France supplied from 70 to 75% of leather shoe imports. Hong Kong supplies the major share of slipper imports.

British domestic output of footwear also declined during the period, dropping from a production of 184.3 million pairs in 1961 to 179.6 million pairs in 1962.

Postwar rise ends

Per-capita-consumption of shoes rose for the first time to prewar levels in 1959, continued to rise in 1960, leveled off in 1961 and fell in 1962. This decline was attributed to reduced consumer purchases because of higher prices necessitated by an increase in the purchase tax, and to the failure of the industry to introduce new styles, especially in women's shoes.

There are some prospects for sales of U.S. high-fashion shoes as well as novelty lines, but price is the important factor. To sell footwear on this market, it would also require active participation by U.S. manufacturers in the way of promotional commitments.

The U.S. Embassy suggests one or more shoe industry trade missions, and depending on the results of these, there might be good prospects for a Trade Center exhibition of U.S. shoes.

U.S. exports of leather to the United Kingdom for 1962 and for the first 7 months of 1963
(in square feet)

	1962	Jan.-July 1963
Cattle and kip side upper leather, grain, black, except lining and patent	19,897	2,614
Cattle and kip side upper leather, grain, except black, except lining and patent	157,161	34,059
Cattle and kip side upper leather, finish splits, except lining and patent	141,240	420
Calf and whole kip upper leather, except lining and patent	74,193	58,301
Goat and kid upper leather, suede finish, except lining and patent	11,281	—
Goat and kid upper leather, except suede finish, except lining and patent	2,779	—
Sheep and lamb upper leather, including lining leather, except patent	—	57,012
Cattle and kip patent upper leather	337,307	82,623
Upper leather, not elsewhere classified, including lining and patent	346,520	955,176
Leather glove and garment, sheep and lamb	69,384	121,384
Leather glove and garment, pig and hog	38,908	56,881
Leather glove and garment, not elsewhere classified	22,789	3,794
	1,221,459	1,372,264
Cattle & kip side upper leather, wax, & rough splits, except lining & patent (lb.)	95,941	123,416
Sole leather, including belting leathers, & sole welting & belting leather offal (lb.)	1,496	2,850
Leather cut stock, boot & shoes (dozen pairs)	61	224

German photochemical industry continues to grow; export-import trade is brisk

The steady upward trend of the West German photochemical industry continued in 1962. Production reached DM-480.7 million ($120.2 million), an increase of 4.2% over 1961 and 17.5% greater than 1960, according to official German production statistics.

Photographic paper production, which has been steadily increasing during the past several years, declined from about $51.3 million in 1961 to about $48 million in 1962. Photographic film, other than X-ray, totaled 4,754,000 square meters valued at about $40.6 million in 1962, an increase of 7.9% in quantity and 16.9% in value over 1961.

For the third consecutive year, X-ray film production increased in both quantity and value. The output in 1962 amounted to 1,765,000 square meters valued at $10.4 million, compared with 1,437,000 square meters valued at $8.5 million in 1961. Photochemical production was valued at $56.3 million in 1962, 6.4% less than in 1961.

Film, paper trade up

Germany's exports of sensitized film and paper in 1962 totaled $41.7 million compared with $39.7 million in 1961. Imports of these items increased from $18.9 million in 1961 to $23.3 million in 1962, a gain of 23.2%.

Exports of sensitized photographic plates and film increased 30.2% over 1961, reaching a total of $5.3 million in 1962. The principal markets were France, Sweden, the United States and Italy—all with substantial increases over 1961.

Foreign sales of sensitized film, in rolls or strips, were valued at $17.6 million in 1962 compared with about $16.8 million in 1961. The seven leading markets, Switzerland, France, Austria, Sweden, Netherlands, Italy and the United States, took a total of $9.3 million in 1962 compared to $8.2 million in 1961. U.S. purchases of $647,750 in 1961 jumped to $1.1 million in 1962.

Overseas shipments of sensitized paper and cloth in 1962 amounted to $18.8 million, slightly less than 1961. The United States, the leading market, increased purchases from $1.9 million in 1961 to $2.6 million in 1962. Exports also increased to Italy and the Netherlands, but declined to France and Sweden.

Photographic film and plates imported into Germany in 1962 were valued at $7.2 million, an increase of 17.1% over 1961. The leading suppliers were Belgium, $3.9 million; France, $1.3 million; and the U.S., $1.2 million, all substantial increases over 1961.

German purchases of sensitized film in rolls or strips amounted to $11.8 million in 1962 and $9.7 million in 1961, a gain of 21.5%. The principal supplier was Belgium, $4 million, a 34.4% increase over 1961. Italy followed with $2.7 million, and the U.S. $2.3 million.

Sensitized photographic paper and cloth imports totaled $3 million in 1961, and jumped to $4.3 million in 1962, a gain of 40.8%. Belgium furnished 67.5% of the total and the United States 9.8%.

A statistical table showing German production of sensitized goods and photochemicals is available from the Scientific, Photographic & Business Equipment Division, Business & Defense Services Administration, Department of Commerce, Washington, D.C. 20230.

U.S. photo product exports rise 15% in 1st half of '63

Imports 9% below 1962 pace; Japan's camera sales top German

U.S. exports of photographic products in the first half of 1963 were more than 15% above the January-June total of 1962, while imports, continuing to drop, were down about 9%.

Business and Defense Services Administration estimates put the 1963 exports $75.6 million, against $65.5 million last year. The respective import figures were $39.8 million and $43.8 million.

Both still and movie camera imports increased this year, with Japan taking the lead from Germany in still camera shipments and also dominating the movie camera field.

Film imports were down, but exports were heavy, and there was also a substantial movement of cameras abroad.

Exports of still picture equipment were valued at $55.1 million in the first half of 1963, against $45.8 million a year ago. Exports of photographic film and paper amounted to $32.7 million compared to first half 1962 exports of $27.3 million. Exports of still picture cameras and parts this year were valued at $6.7 million, about 40% higher than January-June 1962 exports of $4.7 million.

Exports of still picture projectors, photocopy equipment, and photographic finishing and processing equipment also increased substantially.

Exports of motion picture films and equipment in the first 6 months of 1963 were valued at $20.5 million, up slightly in a year. Exports of 8-mm. cameras, projectors, and film continued at a high level. Exports of motion picture screens also were considerably higher.

In the import field, still camera purchases totaled 624,518 units valued at $8.3 million in the first half of 1963 compared with 515,702 cameras valued at $9.5 million in 1962.

Japan has increased its shipments to 431,169 cameras valued at $4.6 million compared with 360,207 cameras valued at $4.2 million a year ago. Imports from West Germany took a sharp drop from 90,025 cameras valued at $4.6 million in the first half of 1962 to 51,539 valued at $3 million in the same period of 1963. For the first time a sizeable shipment was made by the United Kingdom, totaling 25,030 cameras valued at $150,670.

Photographic film imports fell 7.6%.

Motion picture camera imports were 61.4% greater in number and 52.5% higher in value than the first half of 1962. A total of 157,919 8-mm. motion picture cameras were imported, valued at $4.7 million. Japan furnished 137,292 units valued at $3.9 million.

Output of British cameras, sensitized goods mixed

British manufacturers' deliveries of still cameras dropped off 14.3% to about $4.6 million in 1962, from $5.3 million in 1961, according to official British figures.

The production value of 35-mm. cine projectors in 1961 declined 8.3% compared to 1960, about the same percent loss for 1960 when compared with 1959. The production value of other cine projectors also declined.

Sensitized goods production continues its upward trend. Output in 1960 was valued at about $93 million and in 1961, $97.4 million.

Further details on British deliveries and production of the foregoing goods and equipment for 1957 through 1962 are available from the Scientific, Photographic & Business Equipment Division, Business & Defense Services Administration, Department of Commerce, Washington, D.C. 20230.

French film industry hit by competition

Other leisure activities lure former audiences; good U.S. films are in demand

The French film industry is faced with declining attendance, rapidly increasing production costs and decreasing foreign markets for its films. It is estimated that over the 1958-1962 period, French movies have lost 100 million spectators, the U.S. Embassy in Paris finds.

The number of movie theaters in France fell from 5,806 in 1961 to 5,755 in 1962. From Oct. 1, 1961 to Sept. 30, 1962, a total of 312.8 million tickets were sold, compared with 336.9 million in the previous year. The trend has continued downward from 1957 when 411 million tickets were sold, and there is nothing seen for the immediate future to alter this trend. Gross box-office receipts in 1962 were reported to be slightly higher than in 1961, due to increased admission prices.

The number of new feature films exhibited in France in 1962 was up from 1961—379 compared with 363. The increase was supported by more numerous French co-productions and foreign films dubbed into the French language.

Of the films in the French language released in France in 1962, 99 were French or co-productions with French majority participation, 43 were co-productions with French minority participation, 98 were U.S. films (84 in 1961), 48 Italian, 24 British, 16 German, 12 Spanish, with the balance coming from other countries. The steady downward trend in the release of foreign films with original sound tracks continued in 1962, with only 22 such films being released compared to 41 in 1961.

More U.S. films

Under the terms of the current agreement between the Government of France and the Motion Picture Export Association of America, member companies of the Association will be allotted 140 dubbing permits in 1963 and 150 in 1964. With U.S. dubbed releases running less than 100 in 1962, the terms of the agreement provide opportunity for increased distribution of U.S. films in France. Good American films have always been highly popular in France.

Theater attendance in France is expected to continue to decline from the mounting competition of television, motoring, sports and other leisure activities which the French are more and more able to afford. At the same time, there seems to be nothing which will check mounting production costs.

In the face of these problems, the industry will continue to search for solutions through bi-national productions, heightened advertising, better films and continued demands for detaxation and some form of an operating agreement with French television. Consumers are expected to absorb some of the production costs through further increases in ticket prices.

TV repair course given by Philco in Jamaica

Philco Corporation, following the introduction of television in Jamaica, recently conducted a training course in Kingston for participants interested in learning to service television sets.

Recognizing the necessity of servicing a new product, the Philco crew used motion picture, slides and closed circuit television to demonstrate the latest trouble-shooting techniques. The course was similar to a road-show conducted earlier in the year in the U.S. for dealers, servicemen and independent technicians.

Last month's four-day course, known as Technirama '63, was extended to 50 students—some with almost no knowledge of servicing techniques.

Of the 50 technician-trainees, 46 were from Jamaica, and one each from Bermuda, Nassau, Trinidad and the Dominican Republic.

August exports up sharply; yearly total 3% above '62

The Census Bureau has announced that seasonally adjusted U.S. exports of domestic and foreign merchandise, excluding Defense assistance shipments, were valued at $1,896.6 million in August—about 7% higher than July's total of $1,779.4 million. The figures were also more than 12% higher than the totals for August 1962.

January-August seasonally-adjusted exports were running at an annual rate of $21.6 billion, about 3% higher than last year.

The more notable August increases occurred in exports of machinery and transport equipment; manufactured goods classified chiefly by material; inedible crude materials, except fuels; mineral fuels, lubricants and related materials; and chemicals. Decreases occurred in exports of food and live animals.

Austrian movie attendance drops

Television competition seen hitting industry; German, U.S. film showings are off

Motion picture theater attendance continues to drop in Austria, with total attendance in 1962 at 90.5 million compared to 100.5 million in 1961 and 122 million in 1958. The downward trend has continued during the first six months of 1963; the U.S. Embassy in Vienna reports.

The decline is primarily ascribed to the competition from television. The number of TV sets in operation was reported at 420,000 on July 1, 1963, compared to 376,000 in 1961 and only 49,000 in 1958. The increased mobility created by the growth in private motor vehicle ownership also has had an adverse effect on movie attendance.

Over 70 Austrian movie theaters closed in the period Sept. 1959 to Dec. 1962. Austrian exhibitors see a solution to the problem of declining attendance in relief from the excessive tax burden placed on movie theaters rather than in increased admission prices. The average price per ticket is 7.88 schillings (about 31 cents). Strong efforts have been made to have taxes reduced, however, prospects for tax relief are not bright.

The Austrian movie industry produced 17 feature films in 1962 compared to 20 in 1961, and 25 in 1958. The 1962 production figure includes three co-productions, two with France and one with West Germany. Although not operating at full capacity, Austrian studios were generally well utilized in 1962, with studio space being used by foreign producers.

This year, the situation appears to be less favorable. Declining attendance and lack of capital to finance film production continue to be the biggest problems of the industry. The raising of capital via West German distributors has become even more difficult because of financial problems in the German film industry.

A total of 407 new foreign films were shown at Austrian movie theaters in 1962, compared with 474 in 1961, 509 in 1960, and 520 in 1959. The decline in 1962 was primarily in West German and U.S. films. Of the 407 foreign films shown, 132 came from the United States compared to 175 in 1961. Other major suppliers were West Germany with 60 (78 in 1961), England with 45, France 43, Italy 27, Sweden 5 and USSR 5.

AID cargoes boost tonnage carried by U.S. flag ships

Tonnage up 154%, receipts 168% since 1960; new policies credited

Economic aid commodities shipped in U.S. cargo liners have increased substantially over the past 4 years, according to the Agency for International Development.

AID said tonnage in this category of American flag ships has risen 154% while receipts have gone up 168%. The boost is attributed to AID policies minimizing impact of foreign aid on the unfavorable balance of payments.

Such cargo accounted for 15.7% of total export tonnage for U.S. cargo liners in fiscal 1960. In both fiscal 1962 and 1963 the share exceeded 40%.

Receipts of these carriers in 1960 included $40.2 million derived from AID-administered cargoes. In 1963, however, these had increased 168% to an estimated $107.8 million. Cargoes involved include those paid for and shipped with AID funds and those authorized by the Department of Agriculture under Titles II and III of Food for Peace legislation (Public Law 480) but administered by AID.

The 2 policies accounting for the sharp increase in the foreign aid financed share of this category of export shipping are **(1)** elimination of foreign aid purchasing in 19 developed countries plus subsequent tightening which means that more than 80% of purchases now being authorized will be made in the U.S. and **(2)** limitation of AID freight financing to U.S. flag vessels.

At present there are 488 U.S. cargo liners carrying general cargo overseas. On shipboard alone, they employ more than 23,000 men.

President gets report on lead and zinc trade

The U.S. Tariff Commission today submitted a report to the President on developments in the lead and zinc trade. Following an escape-clause investigation by the Tariff Commission, the President imposed import quotas on unmanufactured lead and zinc, effective October 1, 1958.

The report presents statistical data and other information regarding lead and zinc, with emphasis on developments that have occurred since the Commission reported to the President in October 1962.

Copies of the Commission's report are available upon request as long as the limited supply lasts. Requests should be addressed to the Secretary, U.S. Tariff Commission, 8th and "E" Sts., NW., Washington, D.C. 20436.

New Indonesian rules

Indonesia's new trade and exchange regulations are analyzed by John E. Walsh, Assistant Commercial Attache at the American Embassy in Djakarta, in a special article recently received in Washington. Mr. Walsh reviews reactions to the new system of controls in their first 3 months of operation and gives further details on the extensive changes, including the benefits to exporters, the levies on imported goods, the revised groupings of import commodities, and the various ways to finance imports.

Copies of the article may be obtained from Department of Commerce field offices and from the Bureau of International Commerce, Far Eastern Division, Department of Commerce, Washington, D.C., 20230.

Egyptian tobacco purchase creates loans to U.S. firms

Agreement has been reached between the Governments of the United Arab Republic (Egypt) and the U.S. on an amended program under Title I, Public Law 480, for the sale of $18.3 million worth (including certain ocean transportation costs) of U.S. tobacco, or approximately 24.3 million pounds. The tobacco will be furnished in U.S. fiscal years 1964 and 1965.

The proceeds from this sale will be used for loans by the Agency for International Development (AID) to private U.S. and Egyptian business firms (5%); loans for economic development (85%); payment of U.S. obligations abroad and various other U.S. uses (10%).

D.C. firm studies feasibility of Moroccan investments

The Agency for International Development has announced that an industrial investment project will be carried out in Morocco under an AID contract by Porter International Company. The Washington, D.C. firm already has conducted feasibility studies in Morocco.

Potential American investors are among those sought for capital development in industrial sectors surveyed—canned fruit and vegetables, canned fish, and mechanical industries. Porter International has completed 10 or more studies on particular investment opportunities in these fields.

Among terms of the contract extension, one provides for Porter International to assign a resident representative in Morocco to direct the industrial promotion assistance and to oversee contacts of specialized field consultants with interested investors in various industrial categories.

Moroccan Government ministries and fiinancial institutions concerned with economic growth are interested in the projects anticipated under this program, and the Porter firm will continue working closely with them.

Porter's address is 1025 Connecticut Ave., NW., Washington, D.C.

Oral baggage statement okayed for air arrivals

The U.S. Customs Bureau has announced that passengers arriving at all internatonal airports throughout the U.S. will be permitted to make their baggage declarations orally beginning January 1.

The plan, which is designed to eliminate the necessity for filling out a detailed written declaration, has been successful at New York's International Airport at Idlewild; Miami, Florida; Honolulu, Hawaii; and San Juan, Puerto Rico. It was originally recommended to determine whether existing procedures discourage foreign tourists from travel to the U.S.

In lieu of the former written declaration, each passenger will be required to fill out an identification card. It requires only one's name, address, vessel or airline flight number, date of arrival and accompanying family members. Travelers need not list on this form the purchases they have made abroad unless their value exceeds the $100 exemption per person.

Alliance backs study of Colombian homes

California firm may put $500,000 into building low-cost housing

A plan to build low-cost concrete homes in Colombia under the Alliance for Progress may materialize if the results of a survey by a group of California businessmen prove attractive.

The Agency for International Development announced that the survey is sponsored by Western Services of Sausalito, California, a syndicate composed of men who have promoted housing projects in Saudi Arabia and the Philippines. AID has agreed to pay $12,125, equal to one-half of the survey cost, if the syndicate decides against the investment. The syndicate would pay full survey costs if the project is found feasible.

The survey agreement is part of AID's program for stimulating private investments in underdeveloped countries.

A spokesman for the syndicate said that it contemplates an investment of $500,000 to build the homes, each with 4 rooms and bath. He expects the enterprise to receive the support of the Colombian Government.

If the 45-day survey by 3 members of the syndicate and Colombian advisers points to a sound investment, they plan to form a joint venture with a Colombian construction firm.

The Colombian Government would be asked to select sites, architecture and quantity. The Colombian partner would provide labor, some equipment and supervision. The American investors would handle the engineering, construction and procurement.

Spanish firm buys U.S. generator thru Eximbank

The Export-Import Bank has announced an $11.7 million credit in favor of Hidroelectrica Espanola, S.A. of Madrid, Spain, to purchase thermal electrical generating equipment in the U.S.

Hidroelectrica Espanola will buy a fourth generating unit for installation in its Escombreras power plant near Cartagena on the Mediterranean coast. The equipment includes a 250 mw., 50 cycle hydrogen-cooled turbine generator to be supplied by the General Electric Company, and a semi-outdoor oil-fired boiler and auxiliaries to be furnished by the Babcock and Wilcox Company of New York. In addition to the Eximbank loan, the General Electric Company is extending credit to Hidroelectrica Espanola for a portion of the total cost of the generating unit.

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D.C. 20250. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington, D.C. 20523. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington, D.C. 20523. Telephone: DUdley 3-8363.

Commission reports on typewriter-ribbon cloth trade

The U.S. Tariff Commission has reported to the President on developments in the trade in cotton typewriter-ribbon cloth. Following a 1960 escape-clause investigation by the Tariff Commission, the President increased the rates of duty applicable to broadwoven cotton typewriter-ribbon cloth.

The report presents statistical data and other information regarding typewriter-ribbon cloth, with emphasis on developments since the Commission's report in September 1962 under Executive Order 10401. The entire report cannot be made public since it contains information that would reveal the operations of individual firms. Therefore, the Commission is releasing the report with certain portions omitted.

Copies of the report are available upon request as long as the limited supply lasts. Requests should be addressed to the Secretary, U.S. Tariff Commission, 8th and "E" Sts., NW., Washington, D.C. 20436.

Veteran distributor of U.S. printing goods loses export rights

Munich firm guilty of making unauthorized shipments to USSR

Omnia K. G. Krauss, Weiss and Company, of Munich, West Germany, a long-time distributor of American-made printing equipment, has been temporarily denied all U.S. export privileges pending conclusion of an investigation into the firm's unauthorized sales of U.S. equipment to the USSR.

The Bureau of International Commerce's denial order, dated October 8, 1963, also named Friederich Ziffer, a partner and sales manager of the firm. The order, effective for 60 days, was issued to prevent additional U.S. goods from being obtained by Omnia and Ziffer for possible unlawful transshipment to Soviet bloc countries.

The Bureau said that its investigation to date indicated that Omnia and Ziffer diverted substantial amounts of U.S. office composing machines and parts to the Soviet Union in 1961 and 1962 without obtaining the required U.S. permission to reexport such U.S.-origin goods. As regular distributors of U.S. equipment, Omnia and Ziffer knew that such reexportations were being made contrary to the U.S. Export Control Law.

The denial order prohibits Omnia and Ziffer, as well as all persons and firms related to them, from ordering, buying, receiving, or disposing of any U.S. commodities, and from otherwise participating directly or indirectly in any transactions involving U.S. commodities or technical data. It further states that no other person or firm may deal with them or on their behalf with respect to such goods; to do so would subject such parties to an order denying them all U.S. export privileges.

EXPORT ORDERS JUMP

New export orders placed with U.S. durable goods manufacturers increased 20% in August, with all durable goods industries except primary metals sharing in the rise. Export sales rose 2.7% to $608 million during August, while unfilled orders remained virtually unchanged at $2.6 billion.

Bidding on EDF aid projects in Surinam, Chad now open to non-EEC countries

Bidding on European Development Fund foreign-aid projects in Chad and Surinam has been opened to nationals and firms of countries outside the European Economic Community (EEC). These are the first EDF projects on which firms in countries outside of the EEC have been allowed to bid.

Surinam

The project in Surinam is for the construction of 18 schools in various districts, 38 sites for nursery schools, and 16 facilities for living quarters. The estimated cost is 1,371,000 Surinam Guilders (about $725,000). Work must be finished by Oct. 1, 1964. Firms may bid on one, several, or all projects. Separate calls will be issued for equipment to furnish the classes.

Bid documents, in Dutch, are available from the Stichting Planbureau Suriname, Gravenstraat 5, Paramaribo, upon payment of 125 Surinam guilders. Money orders should be made out and sent to the above organization.

Bids, in Dutch, must be submitted to the Ministerie van Openbare Werken en Verkeer, Direktoraat Bouwnijverheid, Paramaribo, by 12 noon, local time, Dec. 16, 1963.

Additional information is available from the above Ministry or from the EEC Community Information Service, 61 Rue des Belles-Feuilles, Paris 16, France.

Chad

The project in Chad is for the construction, within 15 months, of the Fort Lamy Technical College. The estimated cost is 150 million CFA francs (about $607,000).

Bid documents, in French, are available from Ministry of Public Works, B.P. 436, Fort Lamy, Chad, price 25,000 CFA francs, payable by certified check to M. le Regisseur de la Caisse de recettes des travaux publics, B.P. 436, Fort Lamy.

Bids, in French, must be sent by registered mail to M. le Directeur des travaux publics, B.P. 436, Fort Lamy, Chad, by Dec. 13, 1963, 1:00 p.m., local time.

Interested bidders are required to submit by registered mail a notice of intention to bid 15 days before the deadline to the Bids Committee at the Ministry of Public Works. This must include technical and financial references.

Additional information is available at the Ministry of Public Works, Fort Lamy, Chad.

Venezuela curbs imports of refrigerators, stoves

Word has been received of a policy decision by Venezuela's Ministry of Development banning further approvals of import licenses for electric refrigerators, gas ranges, and kerosene stoves after Sept. 19, 1963.

It was also announced that a quota of 4,000 units would be authorized for importation of gas table-stoves, to be divided among importing firms who presented applications on or before Sept. 30, 1963, accompanied by signed orders with delivery dates not later than Dec. 31, 1963.

FOREIGN CONTRACT AWARDS

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Trade Opportunities Staff, Business and Defense Services Administration, Department of Commerce, Washington, D.C. 20230.

HONG KONG—Colonial Secretariat Tender Board announces award of several contracts, including one for **maintaining waterworks and irrigation works,** valued at $(U.S.)889,586.★

TRINIDAD & TOBAGO—Clark Equipment Co., 300 Second Ave., Buchanan, Michigan, awarded (U.S.)$300,000 tender by Port Authority for supply of **50 fork-lift trucks.**

Singapore requires specific licenses for certain items

Conditions for entry of Sabin vaccine are listed

Information from Singapore indicates that the Acting Controller and Registrar of Imports and Exports on September 13 announced that a number of items may not be imported from any country (including the Federation of Malaya) except under specific license from the Department of Imports and Exports. The license must be obtained before an order for the goods is placed with the supplier.

The goods listed are torchlight and transistor radio batteries and radio pack batteries, monosodium glutamate, and live oral poliomyelitis vaccine (Sabin and other types).

Import licenses for the poliomyelitis vaccine will be issued provided that: the importer shall ensure that the vaccine is sold only to medical practitioners or authorized pharmacists; the importer shall report to the Director of Medical Services on the manner in which every batch of oral vaccine was issued or sold (indicating name and address of the person or firm to which it was sold); the importer shall ensure that storage conditions comply with manufacturer's instructions and that the vaccine so imported conforms strictly to the expiration date prescribed by the manufacturer.

Canned fish, fruit, rug quotas raised by Finland

Word has been received that Finland on July 18 increased 1963 global quotas for the following groups (in thousands of Finnmarks): **No. 6—Canned fish,** from 2,050 to 2,500; **No. 10—fruit,** from 44,900 to 45,300; **No. 33—carpets,** from 1,460 to 1,500. One Finnmark equals $0.3125.

These revisions, the U.S. Embassy in Helsinki reports, bring total 1963 global quotas to 444,280,000 Finnmarks, an increase of 490,000 over the previous total. This is the third 1963 increase in Finnish global quotas.

Steel rolling mill planned in Viet-Nam

U.S. suppliers or investors invited to submit offers for new manufacturing projects; specifications, market data available

The Vietnamese Government agency, the Industrial Development Center of Viet-Nam, is interested in establishing a rolling mill. The mill should be capable of producing rods and merchant shapes from imported billets at the rate of five to six tons an hour or, alternatively, at a greater rate.

Offers are requested from firms interested in acting as supplier and possible investor for the project or as simple supplier of a turnkey installation. The Vietnamese agency is soliciting offers now to gain a general idea of the cost of the installation and to determine which foreign companies are interested in further discussion. While expected to be relatively firm, offers and proposals will, therefore, not be considered binding.

Specifications in the French language for both the five to six ton-per-hour mill and the one of larger capacity have been furnished by the Industrial Development Center of Viet-Nam.

Scrap vs. billets

The technical and economic findings of a recent feasibility study on a proposed steel mill for reinforcing bars and rods in Viet-Nam, made by Ebasco Services, Inc., for the U.S. Operations Mission in Saigon, are available to potential U.S. investors and suppliers. This study, however, is based on imported and local steel scrap, rather than on imported billets.

Considered by Ebasco to represent a "desirable addition to Viet-Nam's industrial establishment," the proposal envisions a steelmaking plant and rolling mill with an annual capacity of 25,000 metric tons of steel reinforcing bars and rods in two shifts.

The study briefly evaluates the market for round reinforcing bars and hot rolled wire rods. In addition, it estimates capitalization costs and annual raw material requirements, and projects a pro-forma earning statement for the first full year's operation. The proposed plant would employ approximately 110 factory workers, including technical supervisory personnel and 22 administrative personnel.

Copies of each set of the French-language specifications and the brief English-language Ebasco study are available to interested firms in the steel and allied industries. Write to the Bureau of International Commerce, Office of International Investment, File 3-3312-2 (B), U.S. Department of Commerce, Washington, D.C. 20230, and request the Viet-Nam steel mill specifications and the Ebasco Viet-Nam steel mill study.

Child's novelty furniture-toy license offered

German product can be changed into many varied units for preschool age youngsters

A German furniture manufacturer seeks U.S. licensees for its special, multipurpose children's furniture. The furniture is of simple and solid construction with only a few standard elements and units such as frames and plastic-coated boards, the firm says. There are unlimited possibilities to combine the parts to fashion varied furniture as well as toys.

The furniture units can easily be assembled and dismantled to permit modification and save space when being carried or stored. There is a good selection of colors and styles for children.

Convertible

This multipurpose, novelty furniture can serve children from birth to school age and can be adapted to the changing requirements and wishes of a child in its younger years. It can be used as a piece of furniture and, if desired, can be converted very easily into different toys. Then, the units can be reconverted into various articles of furniture.

Some of the finished articles include a bassinet with rollers, high chair, walking chair for toddlers, chair and rocking chair of different height, bench, tables, writing desk and shelves. The range of toys includes doll beds and vehicles of all kinds such as fire trucks and crane trucks.

The firm says that their furniture was exhibited at the Chicago International Fair this year and received a favorable reception.

Additional information on this furniture is available only to manufacturers (by request of the German firm) on a loan basis from the Bureau of International Commerce, Office of International Investment—File 1083A, Department of Commerce, Washington, D.C. 20230.

Manufacturing assistance wanted by European firms

Several European firms are looking for assistance from U.S. companies to expand their production in industrial or consumer lines.

Food canning. A prune grower and packer seeks collaboration from U.S. firms to expand present production or to begin canning vegetables. G. Menaud Fils, 39 Quai des Chartrons, Bordeaux (Gironde), France.

Plastic articles. A producer of plastic articles for the photographic industry and of laboratory equipment wants a license to manufacture plastic articles for the photographic and medical fields. Friedrich Theysohn, Schmiedestrasse 2, 3012 Langenhagen/Hannover, Germany.

Valves, sanitary fixtures. A manufacturer seeks licensing rights to make fluid valves, sanitary fixtures and faucets. Tritor-Belco A.G., Alter Teichweg 19-27, Hamburg 22, Germany.

Chemical product output sought by Austrian firm

An Austrian manufacturer of pharmaceutical specialties seeks U.S. know-how and capital to make pharmaceutical products, cosmetics and industrial chemicals.

Write to Frika, Pharmazeutische Fabrik, Dr. F. u. H. Klien, 28 Paramergasse, Vienna IX.

New Zealand firm wants safety equipment license

License is sought from a U.S. firm to produce safety equipment in New Zealand. Equipment would include injection-molded plastic safety helmets, goggles, eye-protective devices and a range of related industrial protection clothing and equipment.

Write to Industrial Service Co., Ltd., 406 Cuba St., Lower Hutt (Wellington), New Zealand.

Burma Civil Stores Committee offers 25 tenders on equipment, materials

A total of 25 tenders with various deadlines are being offered exporters by the Civil Stores Committee of Rangoon, Burma. The Committee, a government agency, requests bids on the following machinery, equipment and supplies:

Cast iron piping

The Chairman, Civil Stores Committee, Rangoon, Burma, offers several tenders covering piping as follows:

Tender No. PRV/43/CS (63-64), deadline November 13, for cast iron rain water piping, spigot and socket with ear, cast iron rain water piping without ears, cast iron soil pipe, spigot socket and ear, cast iron soil pipe without ear. All varying in sizes from 2″ to 6″.

Tender No. PRV/44/CS (63-64), deadline November 13, for cast iron piping spigot and socket (class B) in sizes between 3″ and 16″.

Tender No. PRV/45/CS (63-64), deadline November 13, for cast iron bends for rain water pipe in varying sizes.

Tender No. PRV/47/CS (63-64), deadline November 13, covering cast iron bends for rain water pipes, with doors in several sizes.

Tender No. PRV/48/CS (63-64), deadline November 13, for plain cast iron soil bends in several sizes.

Tender No. PRV/59/CS (63-64), deadline November 14, for several sizes of unequal cast iron single soil branches.

Tender No. PRV/58/CS (63-64), deadline November 14, for varying sizes of parallel cast iron branches and equal cast iron single soil branches.

Tender No. PRV/57/CS (63-64), deadline November 14, covering several sizes of "Y" type cast iron branches for plain rain water pipe and for rain water pipe with doors.

Tender No. PRV/55/CS (63-64), deadline November 14, covering single branches for rain water pipe with doors.

Tender No. PRV/54/CS (63-64), deadline November 14, covering single branches for plain rain water pipe.

A copy of each tender is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Plumbing fixtures

The Chairman, Civil Stores Committee, (1) St. Johns Rd., Rangoon, Burma, requests tenders for plumbing fixtures, fittings and plumbers brass goods.

Tender No. PRV/41/CS (63-64) calls for 19 items consisting of bath tubs, vitreous china closets, flush tanks, high and low level, and vitreous china lavoratories. Considerable quantities are involved and vary from 200 to 2500 of each item. Bids close on November 12.

Tender No. PRV/42/CS (63-64) requests 25 items consisting of kitchen sinks, wall urinals, plug and chain sets, hot or cold water faucets, plastic toilet seats, ball valve sets, soap box holders, toilet paper holders and towel racks. Considerable quantities are involved and vary from 150 to 4800 of each item. Bids close in Rangoon on November 12.

Payments will be made through the Burmese Embassy, Washington, D.C.

Copies of the bid forms and description of the item may be obtained by firms located in the U.S. from Building Materials and Construction Industries Division, BDSA, Washington, D.C., 20230. (Telephone: 202-WO 7-3017).

Link chain, wire

Bids on hardware items are being sought by the Civil Stores Committee of Rangoon, Burma.

Materials requested follow:

1) Tender No. PRV/40/CS (63-64) closing deadline November 12, for m.s. galvanized ¾″ x ½″ through 6″ x 3″ and m.i. reducing tees sizes from ¾″ x ½″ to 6″ x 4″;

2) Tender No. PRV/35/CS (63-64) closing deadline November 7, for m.s. galvanized male and female bends ½″ x 90° to 6″ x 90° and m.i. bends ½″ x 90° to 4″ x 90°;

3) Tender No. GH/42/G-11 (63-64) closing deadline October 30, for short link galvanized chain, b.s.s. 590:1949 ¼″ through ½″;

4) Tender No. GH/43/G-11 (63-64) closing deadline October 30, for m.s. short link chain with Lloyds Test Certificate, b.s.s. 590: 1949 ¼″ through 9/16″;

5) Tender No. GH/37/G-11 (63-64) closing October 30, for galvanized soft binding wire in 112 lb. coils sizes 10 swg to 22 swg in 56 lb. coils 18 swg to 32 swg; and

6) Tender No. GH/127/G-11 (63-64) closing deadline October 29, for brass picture chain, wall hooks, picture or purdah rod bracket, panel pins, dog chain.

Copies of the tenders are available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Hardware

Tenders for wood screws, sockets and tees are requested by the Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon, Burma.

Tender No. PRV/27/CS (63-64) closing November 5 includes bright steel wood screws, c.s.k. head with gimlet point, size ¼″ x 0 to 5/8″ x 8″; and tender No. PRV/28/CS (63-64) closing November 5 calls for bright steel wood screws, c.s.k. head with gimlet point sizes ¾″ x 14.

M.I. sockets, screwed ½″ to 4″ and m.s. reducing sockets sizes ¾″ x ½″ to 6″ x 3″ are requested under tender No. PRV/38/CS (63-64), closing November 12.

Tender No. PRV/39/CS (63-64) closing November 12 includes tees equal m.i. ½″ to 4″ and tees equal m.s. ½″ to 6″.

Tenders are available on short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Colored cement

The Chairman of the Civil Stores Committee (1), St. John's Rd., Rangoon, Burma, is inviting bids for 400 cwts. each of pink, light green and light cream, blue, oyster pink and black cement, and 1600 cwts. of white cement, (in 1 cwt. drums) B.S.S. 12-1947.

The bid deadline for tender No. PRV/26/CS (63-64) is November 5. Payments will be made through the Burmese Embassy, 2300 S St., NW., Washington, D.C. (Telephone: 202-DE 2-9044).

Copies of the specifications may be obtained from the Building Materials and Construction Industries Division, BDSA, Rm. 4002, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5255).

Huskers, threshers

The Civil Stores Committee, a government agency in Rangoon, Burma, wishes to purchase 2000 small peanut huskers and 2000 small threshers.

The threshers are to be powered by electric motor or diesel engine of 3-4 hp. and the peanut huskers are to be driven by an electric motor or diesel engine of 1-3 hp.

The closing date for bids on the thresher tender No. NIV/20/G-3(63-64) and the peanut huskers No. NIV/25/G-3(63-64) is November 4.

Copies of these tenders may be obtained by firms located in the U.S. from the ACME Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4317).

Australia requests bids on concrete mixing plants

The Hydro-Electric Commission, Box No. 355D, G.P.O., Hobart, Tasmania, has issued tenders for the supply of two 50 cu. yd./hr. low-level transportable concrete batching and mixing plants, preferably mounted on a semi-trailer chassis.

Alternatively, a stack-up type plant may be quoted.

Tender No. S-2048 closes on November 20.

Specifications are available on a short-term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Hong Kong considers desalinization project

The Hong Kong Government has decided in principle that its water plans include desalinization, provided it can be done at acceptable cost. Accordingly, Binnie and Partners, Consulting Engineers, Mansion House, Nathan Rd., Hong Kong, have been commissioned to make a study.

Consideration is being given to a 10-20 million gal. per day plant, working in conjunction with the production of electricity.

All offers should be addressed to Binnie and Partner, cable, PLOVCOVERKL.

Tires, tubes, refrigerators wanted by Ceylon firm

A Ceylon firm seeks tenders for the supply of materials for rebuilding automobile and truck tires, the manufacture of bicycle tires and tubes and the manufacture of electric refrigerators.

Required materials for tires and tubes include cotton cord, air valves, bead wire, air hose, liner cloth, wire mesh, buffing needles, gloves, tire paint, etc. Materials needed for electric refrigerators include insulation tubing, steel rod, and various types and sizes of screws, nuts, washers.

Tenders must be submitted not later than October 29 to: The Supplies Manager, Associated Motorway, Ltd., 185, Union Pl., Colombo 2, Ceylon.

A copy of the tender document is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202—WO 7-5589).

Guatemala issues tenders for broadcast transmitters

The Government of Guatemala has issued two tender requests for radio and television broadcast equipment.

The first, licitacion publica No. 6-63, with a deadline of November 4, calls for one TV transmitter, with 10 kw video and 5 kw audio output, antenna, stv link, monitor, and spares, for channel 5.

The other, licitacion publica No. 7-63, with deadline of November 7, calls for a total of five transmitters, one 20 kw transmitter, operating at 640 kc, one 10 kw transmitter at 6180 kc, one 10 kw transmitter operating at 9760 kc and 1517 kc, and two fm transmitters operating at 88 mc and 108 mc, as well as antennas, towers, monitors, cables, and spare parts for the equipment.

Tenders should be submitted to the Departmento de Bienes Nacionales, Licitaciones y Asuntos Alemanes, 3a. Calle 3-49, Zona 1, Guatemala City, Guatemala, C.A. Only offers from firms legitimately established to do business in Guatemala will be considered.

Copies of the tender requests (in Spanish) may be obtained by firms located in the U.S. on a short-loan basis from the Electronics Division, BDSA 308, Rm. 4119, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4036).

Malaysia requests tenders for turbo-alternators

The Central Electricity Board of the Federation of Malaya invites bids for the supply and installation of two 30,000 kw. turbo-alternators with an operating pressure of 900 p.s.i.g. at 900°F.

The equipment covered by contract No. 1388/11 is to be installed at the Prai Power Station. Bid deadline is January 2, 1964.

Tender documents are available from the London Office of Messrs. Preece, Cardew and Rider, 8, 10 & 12 Queen Anne's Gate, London, SW.1, England, upon receipt of $70 per set of 4 documents. The payment is not refundable.

A copy of the invitation to tender is available to firms located in the U.S. from the Power and Electrical Division, BDSA, Rm. 4124, Department of Commerce, Washington, D.C., 20230. (Telephone: 202—WOrth 7-4242).

NATO project in Italy opened to U.S. bidders

A new tender has been opened to U.S. bidders by the U.S. Contracting Office, Headquarters Allies Forces in Europe.

Invitation to bid November 30 calls for the supply of single and double metal lockers with the following specifications:

Combination clothing and wardrobe, aluminum or gray enameled steel; semi-louvered door for use of padlock; interior equipment: one coat rod, two hooks, one overhead shelf, 4 adjustable shelves on the right side; bottom shelf at least 12" high, 2" clearance between deck and bottom of locker doors.

The quantity requested is of 300 each of single locker or 150 each of double type. Firms are requested to quote for both types.

The single type should be approx. 74" high, 18" wide, and 24" deep.

The double type should be with two independent doors and approx. 74" high, 36" wide, and 24" deep.

Specifications are described in order to give the firm possibility to understand the purpose and usage of locker. However, the firm may give quotation for its standard production specifications which are close to the type described above.

In addition to the quotation, the firm is requested to send literature and data of the lockers offered.

Bids should reach the Purchasing and Contracting Office, HQ, AFSOUTH, by 4 p.m. November 15.

Copies of the tender containing further details are available from the Commodity Export Promotion Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230.

Philippines to build soda ash plant

American Steel Windows, Inc., Quezon City, Philippines, together with a group of other investors, is seeking a "turnkey" soda ash plant.

The plant is to have a daily capacity of 100 tons of dense and light soda ash. One-half of this ash is to be converted to caustic soda. Also, included would be the necessary power facilities and steel drum manufacturing equipment.

Interested firms should contact American Steel Windows, Inc., at 62 Sampaloc Ave., Quezon City, P.I., for further information on the desired plant.

Building materials needed

E. M. Utick, Pty., Ltd., distributor of building materials, Campsie, N.S.W., Australia, wishes to represent U.S. manufacturers of laminated plastics for building partitions; building materials in general; building joinery; glass for the building industry. Interested firms should direct their inquiries to the above company, at 1-9 Harp St., Campsie, N.S.W., Australia.

Sudan Government seeks radio communication gear

The Ministry of Communications, Department of Posts & Telegraphs, Sudan, has issued two tenders for the supply of different types of radio communication equipment.

The first, P&T/Stores/15-6-3 (Contract No. 161), calls for the supply of 2 h.f., cw transmitters to operate in the 3-15 mc.-range with an output power of 200 watts, and with 2 independent channels, selectable by switch. The bid deadline for this tender is November 7.

The other tender, P&T/Stores/15-6-3 (Contract No. 163) calls for supplying 6 communication receivers, with a frequency range of 480 kc to 30 mc, for am service, for both cw and ssb. The bid deadline for this tender is November 14.

Tenders should be addressed to the Controller, Stores and Workshops, Department of Posts & Telegraphs, Light Industrial Area, Khartoum S., Sudan.

Copies of the specifications and tender documents are available on loan to firms located in the U.S. from the Electronics Division, BDSA(308) Rm. 4119, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4036).

Equipment asked by UAR for postal mechanization

The Ministry of Communications, Egyptian Postal Administration, United Arab Republic, requests bids on tender No. 998-1/65 for mail handling equipment for the Alexandria and Tanta main sorting offices.

Drawings and specifications are available for the chain and belt conveyors and required associated equipment. Re-design is possible if the manufacturer can offer a more suitable method.

Bid deadline is November 19.

Requests for information may be sent to Postmaster General, Postal Organization, Ataba Sq., Cairo, U.A.R.

One copy of the tender is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Vietnam company seeks coffee-processing machinery

Vinacafe, S.A., Torrefaction & Conditionnement Ducafe, 55 Cong-ly Saigon, Vietnam offers a tender with a bid deadline of November 15, for machinery and equipment for coffee roasting and processing including coffee roasting, grinding, and packaging equipment.

European catalogs were used in drawing up the specifications, but proposals for changes in any or all of the equipment will be considered. U.S. firms wishing to make offers of machinery other than that specified should be guided by the production goals of the processing plants. Vinacafe will accept firm offers cif Saigon even if they are not submitted as pro-forma invoices.

The tender, in French, is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

NATO issues tenders for project in Turkey

The North Atlantic Treaty Organization (NATO) has called for bids under the ICB program for the supply of maintenance tools for diesel generators, power stations, installed at various sights in Turkey.

The tools, estimated to cost approx. $61,000 will be used at power stations with the following British-make diesel generations—50-100 bhp, 1200 rpm.; 200-400 bhp, 600 rpm.; 550-700 bhp, 750 rpm.

Interested and NATO-qualified firms should make known their desire to participate in bidding for this project by October 26, on a special form to: Milli Savunma Bakanlighi, NATO Hava Enf. Grup Baskanligi, Paris Caddesi, 52, Ankara.

The special form and copies of the tender are available to U.S. firms eligible to bid on NATO work from BDSA's Commodity Export Promotion Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230.

Firms not already certified to participate in NATO bidding should send a resume of their qualifications to the Commodity Export Promotion Staff. A brochure on the North Atlantic Treaty Organization international competitive bidding program is available from the Staff Office.

Structural steel materials needed in East Africa

Port fendering for East African Railways and Harbours will involve beams, joists and channels, anchor chains and other structural steel sections.

Applications for tender documents should be directed to the Overseas Purchasing Division, East African Railways and Harbours at any of the following addresses:

P.O. box 9061, Dar es Salaam, Tanganyika; P.O. box 30540, Nairobi, Kenya; P.O. box 952, Kampala, Uganda. Application may also be made direct to the East African Railways and Harbours Overseas Agents, c/o 4, Millbank, London SW.I., England.

In all cases refer to "circular No. 1 of requirements to be purchased overseas" from East African Railways and Harbours Overseas Purchasing Division, dated September 24, Ref. Ind. 3102/63.

Pumping plant construction planned for Hong Kong

Requirements for pumping equipment for relief of Hong Kong's critical water shortage have just been released.

These include:

Item one: Approx. 100 million gal. daily against a variable head of 10 to 20 ft. Five pumping units for a total of 500 million gal. daily are listed, plus ancillary equipment.

Item two: Between five and ten million gal. daily against a total head of 300 ft. Enough units are required to total 30 million gal. per day. The voltage is 346 v. 3 phase.

The consulting engineers are: Binnie and Partners, located on the 5th fl., Mansion House, Nathan Rd., Kowloon, Hong Kong; cable, Plovcovekl. Interested firms should contact them direct. Delivery of equipment is desired in April, 1964, or as soon thereafter as possible.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

- ■ **indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4319, Telephone: 202-WO 7-4675.**
- ● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**
- ★★ **indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.**
- **WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 1830 B. Telephone: WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.**

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

IRAQ—Garden seeds. M. Ali Youzbaki & Sons (importer, wholesaler, retailer), Mustansir St., Baghdad. WTD 3/17/62.

019 Commercial Farms

GERMANY—Clover seeds (red clover; alfalfa; white clover-Dutch clover; crimson clover; alsike clover; serradella; trefoil-black medic and birdsfoot trefoil). Grass seeds (perennial ryegrass; Italian ryegrass; meadow fescue; Timothy; red fescue true creeping; common ryegrass; Kentucky blue grass; orchard grass; redtop; velvet bentgrass; brown top-colonial-Astroria-highland-bentgrass; medium bent grass; creeping bent grass-white bent grass; tall oat grass; fowl meadow-grass; slender foxtail; Hungarian brome-grass; yellow oat grass-golden oat grass; reed canary grass-reed grass). Request price quotations c.i.f. European ports. Leo Savelsberg Aussenhandelsgesellschaft MbH Co., Am Bahnhof, 517 Juelich/Rhld. WTD 9/4/63.

Seeds for fodder purposes (turnip-naven; rape; Swede; marrow stem kale; turnip; buckwheat; sunflower; white lupine; blue lupine; yellow lupine; poppy; phacelia tanacetifolia; field pea; pea; radish; white-yellow mustard; corn spurry; broad bean; winter vetch; common vetch-spring vetch maize-corn): Vegetable seeds (sugar beet; bean; pea and lentil); Bird seeds (sorghum; millet and hemp); request price quotations c.i.f. European ports. Leo Savelsberg Aussenhandelsgesellschaft MbH & Co., Am Bahnhof, 517 Juelich/Rhld. WTD 9/4/63.

IRAQ—Flower seeds. M. Ali Youzbaki & Sons (importer, wholesaler, retailer), Mustansir St., Baghdad. WTD 3/17/62.

147 Chemical, Mineral Mining

■ **PAKISTAN**—Crude Sulphur, 99.5% pure in lumps, American origin, free from arsenic, tellurium and selenium, suitable for use in contact process of sulphuric acid plant, bulk, loose, per long ton c&f Karachi. Approximately $27,000. Import License No. 349896. Loan No. 391-H-066. Quotations desired by November 3. Pak Chemicals Ltd., Hakimsons Building, 1, West Wharf Rd., Karachi. Cable: Durdana, Karachi. SBC-410.

149 Natural Abrasives, Except Sand

● **BURMA**—Emery grains and powder grade 18, 300,000 lb. and grade 20, 300,000 lb. Quotation No. GH/35/G-11 (63-64), bid deadline October 30. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon. Quota-

tions without samples will not be considered.★ (Telephone: 202-WO 7-2690).

201 Meat Products

BAHRAIN—Fresh frozen poultry; canned meats and seafoods. Hassan & Habib Sons of Mahmood (importer, wholesaler, retailer), P.O. Box 3, Bahrain. WTD 9/28/63.

FRANCE—Frozen salmon, shell fishes; requests replies in French. Societe La Langouste (manufacturer), Roscoff, Finistere.

202 Dairy Products

ITALY—Unskimmed milk powder for confectionery industry; skimmed milk powder for salami industry; requests replies from manufacturers only. Direct purchase and agency. IN.DA.CO. (International Dairy Corp.), (importer, wholesaler, manufacturer's representative), Viz San Francesco d'Assisi 27, Torino.

203 Canning

BAHRAIN—Canned, packed vegetables, fruits and juices. Hassan and Habib Sons of Mahmood, (importer, wholesaler, retailer), P.O. Box 302, Bahrain. WTD 9/28/63.

CANADA—Processed fruit including citrus peels packed in drums of brine; dried fruit such as apricots. Steel Bros. & Co., Ltd., (importer, exporter, agent), 8699 Angus Dr., Vancouver, B.C.

ENGLAND—Canned fruit, canned fruit juices, canned vegetables, canned fish; direct purchase and agency. Distrifoods, Ltd., (importer), 7a Duke St. Hill, Tooley St., London, SE. 1. WTD 8/13/63.

NETHERLANDS—Silver eels, frozen, approx. 6 to 10 in 2½ lb., not longer than 16 in. Visgroothandel G. S. Mey & Zoon, 36 Kerkstraat, Monnickendam.

204 Grain Mill Products

BAHRAIN—Packaged grains, cereals, flour, similar items. Hassan & Habib Sons of Mahmood, (importer, wholesaler, retailer), P.O. Box 302, Bahrain. WTD 9/28/63.

TOGO—Wheat flour, long-grained rice. Togo Bazaar, (importer), Boite Postale 244, Lome. WTD 3/15/63.

206 Sugar

ZANZIBAR—Refined white sugar. Shah Hansraj Mulji & Sons, (importer, exporter, commission merchant), P.O. Box 168, Zanzibar.

209 Food Preparations

BAHRAIN—Canned and bottled cooking oils, butter, margarine, fats; beans; and all kinds of other grocery items. Hassan & Habib Sons of Mahmood, (importer, wholesaler, retailer), P.O. box 302. WTD 9/28/63.

CANADA—Bulk food products such as cashews, peanuts, walnuts, tea, coffee, rice, ginger, tapioca. Steel Bros. & Co., Ltd., (importer, exporter, agent), 8699 Angus Dr., Vancouver, B.C.

213 Tobacco

TOGO—Small quantities of leaf tobacco. Deutsche Togo Gesellschaft, (exporter, importer), Boite Postale 299, Lome.

220 Textile Mill Products

ENGLAND—Upholstery fabric; made wholly or partly of wool, of cotton, of fiber, or mixture, 51″ wide. Price preferably not higher than $3.00 per yd. Direct purchase and agency. Richard Schwartz, (commission agent), 112 Atwood Rd., Manchester 20. WTD 9/30/63.

Textile materials suitable for upholstery purposes. S. Morris and Sons, (Leeds), Ltd., (manufacturer, exporter, importer), Carlton Works, Pickering Mount, Leeds 12. WTD 8/7/63.

HONG KONG—Imitation fur of all types; requests replies from manufacturers. Edward Wong & Co., Ltd., (importer, exporter), 602 Bank of East Asia Bldg., Mongkok, Kowloon. WTD 9/12/63.

Piece goods; knitted and repellent; woolen, orlon, wool/orlon mixed, spun nylon, nylon/viscose mixed fibre, cotton/tetoron mixed fibre, acetate; new products of textile goods of all kinds; requests replies from manufacturers. Yae Seng Hong, (importer, exporter, commission agent), 236-8 Des Voeux Rd., C., 2nd fl., Hong Kong. (P.O. box 1322). WTD 8/14/62.

MONACO—100,000 meters of nylon linings for dresses, raincoats; materials for dresses; ready-made ladies' suits and dresses; direct purchase and agency; requests replies in French. Etablissements R.C.M., (importer, manufacturer), 27 Blvd. des Moulins, Monte Carlo. WTD 9/27/63.

NIGERIA—Assorted cloth for chair cushion covers. Akinbode Furniture Works, (manufacturer), 43 Bamgbose St., Lagos. WTD 3/8/63.

221 Broad Woven Fabric Mills, Cotton

HONG KONG—Cotton and nylon velvet, plush; requests replies from manufacturers. Edward Wong & Co., Ltd., (importer, exporter), 602 Bank of East Asia Bldg., Mongkok, Kowloon. WTD 9/12/63.

222 Broad Woven Fabric, Man-made Fiber

BAHRAIN—Synthetic fiber piece goods such as Nylon and Dacron, suitable for making ladies' dresses and men's suits. United Commercial Agencies, (importer, wholesaler, retailer), P.O. Box 166, Manama. WTD 9/23/62.

Synthetic fiber textiles—especially Dacron and Dacron-blend. Cairo Store, (importer, wholesaler, retailer), Bab al Bahrain Rd., Manama. WTD 9/22/63.

SWEDEN—Glass fiber curtain fabrics. AB Marks Jacquardväveri, (manufacturer), Björketorp.

225 Knitwear

FRANCE—Women's knitted wear of a novelty character; requests replies in French. Direct purchase and agency. Ets. Perfils, (manufacturer), 88-88bis rue du Fg du Temple, Paris 11er. WTD 3/6/63.

226 Dyeing, Finishing Textiles

FRANCE—Suede imitation fabrics for raincoats; requests replies in French. Lucien Solinski, (importer, dealer), 41 rue des Francs Bourgeois, Paris 4e. WTD 9/11/63.

227 Floor Covering Mills, Products

ENGLAND—Carpeting, both plain and patterned, but particularly plain greys; large quantities for utilization by U.S. Armed Forces in Britain. Replies from manufacturers should include samples of carpeting, prices "export packed, delivered quayside New York" and for full rolls and cut lengths. Urgent. Direct purchase. Newton Distributers, (M/c), Ltd., 51 Dutton St., Manchester 3. WTD 9/27/63.

228 Yarn, Thread Mills, Products

BURMA—Woolen yarn as well as mixed yarn, preferably with accrelic or similar synthetic fibre with wool. Bandoola Blanket Mills, Ltd., (manufacturer), 675, Merchant St., Rangoon.

HAITI—Knitting cotton yarn, knitting twist; one ply yarn: 24, 26, 28, 30 count; requests replies air mail. La Simex S.A., P.O. box 368, rue du Magasin de L-Etat, Port-au-Prince. WTD 2/14/63.

Knitting cotton yarn (knitting twist) to be sold to local manufacturers of underwear (undershirts). Specifications: 1 ply yarn, 24, 26, 28 and 30 count. Mr. W. Scholder, (wholesaler, importer, exporter), Mgr., Simex, S.A., (Curacao Trading), P.O. box 368, Rue du Magasin de l'Etat, Port-au-Prince. WTD 2/14/63.

MOROCCO—Various threads used in shoe making. S.T.A.G. (Société des Tanneries Grard), (tanner), Km. 5.400 Boulevard Moulay Ismail, Casablanca. WTD 5/13/63.

SWEDEN—Textile glass fibre yarn for the manufacture of curtain fabrics; yarn for the manufacture of stretch upholstery fabrics. AB Marks Jacquardväveri, (manufacturer), Björketorp.

229 Textile Goods

AUSTRALIA—Interior wadding suitable for quilting. Mr. Michael Bertram, Managing Director, (wholesaling stock merchant), Bertram Trading Co., Pty., Ltd., 180 Elizabeth St., Sydney, N.S.W.

Cover material suitable for quilting; closeout fabrics of all types, except woolens. Mr. Michael Bertram, Managing Director, (wholesaling stock merchant), Bertram Trading Co., Pty., Ltd., 180 Elizabeth St., Sydney, N.S.W.

CANADA—Cotton waste to be used in mattress making. Steel Bros. and Co., Ltd., (importer, exporter, agent), 8699 Angus Dr., Vancouver, B.C.

FRANCE—Woolen cotton wastes. Blanchisserie Industrielle De L'oise, (manufacturer, dealer), 8 ave Parmentier, Paris 11e. WTD 9/25/63.

ITALY—Double drawn horsetail hair. Enrico Natale & C., (importer, manufacturer's representatives), via Mazzini 34, Biella, Vercelli.

SINGAPORE—Wool noils; importer, exporter requests replies from suppliers with price quotations cif Singapore. Prices must be competitive. Telelectric Co., Ltd., (importer, exporter), 6 Cecil St., Rm. 208A, (2nd fl.), Singapore 1.

230 Apparel

GIBRALTAR—Women, children's ready-to-wear garments. Tarachand & Co., Ltd., (importer, retailer), 171-173 Main St., Gibraltar. WTD 9/16/63.

Men's, women's ready-to-wear. H.T. Viroomal & Co., (commission agent), 29 City Mill Lane, Gibraltar. Cable, LILA.

238 Apparel, Accessories

FRANCE—Fine cotton handkerchiefs for men, low price; requests replies in French. Manufacture Parisienne de Mouchoirs Fantasie, (manufacturer), 24 rue St-Lazare, Paris 9e. WTD 2/20/63.

240 Lumber, Wood Products

FRANCE—Coniferous woods; requests replies in French. Pierre Gage & Cie, (dealer), 88

Grande rue, Villemonble, Seine. WTD 1/18/63.

Wood items, also special woods; requests replies in French. Ets. Fontivieille, (manufacturer, lumber dealer), rue du Marechal Leclerc, Dunkerque, Nord. WTD 1/30/63.

SWITZERLAND—Douglas fir, pine (hard), western hemlock, sitka spruce. Otto Ladrach's Erben, (saw mills, importer, dealer), Sagerei und Holzhandlung, Worb-Bern. WTD 9/17/63.

242 Sawmills, Planing Mills

ITALY—Black walnut; Douglas fir No. 2 and better; hemlock; western red cedar; walnut burls; California clarowalnut; pitch pine; Sitka spruce; noble fir. Lumber di Otto Fisher, (wholesaler, importer), via Governolo 5, Turin.

Rough lumber of all kinds; requests replies in Italian. Robasto Giovanni, fu Sebastiano S.a.s., di G. Robasto & C., (importer, wholesaler), Strada Vecchia di Montegiove—Chivasso, (Turin). WTD 9/5/63.

NETHERLANDS—Hickory, Oregon pine, Californian Redwood, hemlock, sawn, logs. Direct purchase and exclusive agency for Benelux countries and West Germany. C.S. Th. Paap., N.V., (commission agent), 4 Schralenbouw, Ede. WTD 6/4/62.

249 Wood Products

■ **CONGO**—Crown corks, red topped and aluminum spotted, best quality, standard size for beer bottles, packed in export sea boxes; 50,000 gross; Johns-Manville Celite 512, 30 tons, Same, Filtercel, 20 tons, for beer filtration. Letter quota No. 1294/01/RAID-I/125. PA No. 660-000-355-3213. Quotations desired by October 31. Unibra-Congo, B.P. 2.070, Leopoldville. SBC-398.

261 Pulp Mills

● **CEYLON**—Wood pulp: 500 lt. unbleached kraft pulp, suitable for sack paper and general wrapping paper with a high percentage of straw pulp furnish; 500 lt. mechanical wood pulp, suitable for printing paper and board with straw pulp. Deadline for sealed bids November 12. The Chairman, The Eastern Paper Mills Corp., 68/70 York St., Colombo.★ (Telephone: 202-WO 7-3003).

■ **PAKISTAN**—Bleached sulphite pulp, 900 lt. S/A No. 338232.

■ Crude bright sulphur, 99.5% pure, 200 lt., packing bulk and/or bagged. S/A No. 338233.

Both the above for loan No. 391-H-066. U.S. source. Bid deadline October 29. Adamjee Paper Board Mills, Nowshera, c/o Adamjee Industries, Ltd., Adamjee Chambers, McLeod Rd., Karachi. Cable, ADAMJEES, Karachi. Quotations to be cif Karachi per lt., accompanied by analytical data report, samples, pro forma invoice in triplicate. Copy of quotation together with enclosures must be endorsed to Messsrs. Adamjee Paper Board Mills, Nowshera, W. Pakistan. Suppliers must give the name of their bankers. SBC-397.

262 Paper Mills, Products

■ **TURKEY**—Multiwal sack kraft paper, 65 gr/m2, in reels. Approx. $5,000. S/A No. 001872. U.S. source. Quotation deadline October 28. Avram Mayim, Tahtakale Tomruk Sokak 30/1, Istanbul. Cable, RODMAYIM, Istanbul.

■ Kraft paper for cement bags, in rolls, unglazed, unbleached, pure multiwall kraft sack to UUS-48-C Level A Federal specification. Roll width 40$^{9}/_{16}$", roll dia. 39$^{3}/_{8}$", gr/m2:70, cores 3" plugged. Standard export rolls not over 500 kilos. Approx. $10,000. S/A No. 001858. U.S. source. Quotation deadline October 28. Umit Birkan Ticaret Evi, Muhzirbasi Sokak, Merkez Han No. 29, Sirkeci, Istanbul. Cable, NERKIS, Istanbul.

■ Multiwal sack kraft paper, 65 gr/m2, in reels. Approx. $5,000. S/A No. 1869. U.S. source. Quotation deadline October 30. Konstantin Vasilyadis, Tutungumruk Cad. 44, Eminonu, Istanbul. SBC-401.

UNITED ARAB REPUBLIC—Approx. 100 mt. of grease proof paper; requests samples, pro-forma invoices, prices quoted fob or cif Alexandria, from manufacturers only. Alexandria Oil and Soap Factory, (Formerly Nouzha Oil and Soap Factory) (manufacturer), 10, rue El Falaky, P.O. box No. 1230, Alexandria. WTD 9/24/63.

264 Converted Paper, Paperboard Products

ITALY—Cardboard, both thick, thin, for the packaging and bookbinding industries. Direct purchase and agency. Cartiera Paudice Nereo, manufacturer, importer, manufacturer's representative), via Andorno 8, Torino.

Wallpaper. S.I.R.E.C., (distributor), via Cosimo del Fante 6, Milan. WTD 7/19/63.

SWEDEN—All kinds of stationery. Direct purchase and agency. Adexa AB, Box 101, Pixbo.

266 Building Paper

FRANCE—Heatproof and soundproof felt. Ets. Bernard Doublet, (importer, dealer), 13-15 rue du Moulin Brule, Reims, Marne.

ITALY—Plastic wallboards. S.I.R.E.C., (distributor), via Cosimo del Fante 6, Milan. WTD 7/19/63.

273 Books

ENGLAND—Hard and paperback books, magazines; direct purchase and agency. Thames Valley Booksellers, (importer, wholesalers, sales agent, retailer), 329 Stanstead Rd., London, SE. 6. WTD 9/30/63.

GERMANY—New English language books and periodicals in the following fields: (1) medicine; (2) physiology; (3) pharmacology; (4) psychology; (5) biology; (6) chemistry; (7) bio-chemistry; (8) mathematics; (9) geometry; (10) physics; (11) architecture; (12) electrotechnical engineering; (13) geology; (14) metallurgy; (15) archaeology; (16) ancient history; (17) theology; (18) jurisprudence; (19) economics. Request price quotations cif European ports. Transcontinental Pressevertrieb Fritz Hurter, (importer, wholesaler, exporter), 133 Rheindorferstrasse, 5302 Beuel a. Rhein. WTD 9/6/63.

New and second hand English language books and periodicals in the fields of mathematics, physics, chemistry, and electrical engineering. Requests price quotations cif European ports. J.A. Mayer'sche Buchhandlung, Inhaber M. Falter, (retailer), 5 Buchkremerstrasse, 51 Aachen. WTD 9/5/63.

280 Chemicals

IRAN—Glass tint; requests quotations cif Khorramshahr from manufacturers only; desires replies in French or German. Direct purchase and agency. Field Irrigation Establishment (importer, retailer), 603 Saadi Ave., Tehran. WTD 9/16/63.

281 Industrial Chemicals

BELGIUM—Potassium iodate. W. Wiedman & Co., S.P.R.L., (importer, exporter), 143/145 Lamorinierestraat, Antwerp. WTD 6/13/63.

CAMBODIA—Acids, caustic soda, soda ash, calcium carbide. Direct purchase and agency. Ets. Samaki Khmer, (importer, wholesaler), 194 Vithei Ang Duong, P.O. box No. 502, Phnom Penh.

■ **CHINA**—Regular dura bead catalyst or alternative dura bead 5,150 mt.; triethanolamine, commercial grade, 24,000 lb.; disodium phosphate anhydrous, technical grade, 15,000 lb. Invitation No. CP2-A2194-A. PA#484-390-901-356-4200. Limited worldwide (901). Bid deadline October 29. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Lu, Taipei. Specifications and conditions may be obtained from Mr. Joseph C. Wei, Director, Division for the Central Trust of China, Chinese Government Procurement and Services Mission, 61 Broadway, New York, N.Y. SBC-398.

FRANCE—Biological and chemical products to be used in laboratories. Direct purchase and agency. Laboratories Eurobio, (manufacturer), 20 bld St-Germain, Paris 5e. WTD 1/31/63.

GERMANY—Copper sulphate, monohydrate; requests offers from U.S. manufacturers only with price quotations cif Rotterdam. Montangesellschaft mbH, (wholesaler, agent, exporter, importer), 103 Hohenzollernring, 5 Koeln. WTD 9/5/63.

■ **INDIA**—French cracking catalyst, high pore volume type, or equal, approx. 260 tons; semi-synthetic cracking catalyst, for use in refinery fluid catalytic cracker, 350 tons. Requirements may be for either first or second item only, or for part quantities of both items within the license value. Import license No. A969160. Loan No. 386-H-082. U.S. source. Quotations desired by November 5. Reference No. 51(93)/63-082-AID.III. M/s Burmah-Shell Refineries, Ltd., P.B. No. 1725, Bombay 1-BR. Cable, BESREFIN, Bombay. Cif Bombay. Fob price, wpa plus all risks and war risk insurance. Cif Total. Bids and enquiries may be sent to: M/s Asiatic Petroleum Corp., One Rockefeller Plaza, New York, N.Y. Cable, ASPETCO, New York. Shipment as early as possible on 60% U.S. flag vessel and 40% Indian flag vessel. SBC-400.

■ Anti-knock compound, ethyl fluid, standard orange, aviation mix, dye content 1.666 mg. per cc of tel, packed in returnable containers, 104,000 kg. approx. Import license No. A969159. Loan No. 386-H-082. U.S. source. Reference No. 51(93)/63-082-AID.III. Quotations desired by November 5. M/s Burma-Shell Refineries, Ltd., P.B. No. 1725, Bombay 1-BR. Cable, BESREFIN, Bombay. SBC-400.

● **IRAQ**—Supply of 403 reagent chemicals for laboratory. Tender No. Med/2/1963, bid deadline October 30. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WOrth 7-2008).

ITALY—Magnesium oxide for use in the pharmaceutical industry; approximately 9,842 lt. Paolo Correale, (manufacturer), via Dalmazia 169, Bari.

NETHERLANDS—All types of chemicals for the textile industry. Direct purchase and exclusive agency for the Benelux Countries and W. Germany. C.S.Th. Paap N.V., (commission agent), 4 Schralenbouw, Ede. WTD 6/4/62.

■ **PAKISTAN**—Acid acelic, bleaching auxiliary hv, ceranin hcs, caustic soda, hydrogen persodide, aeromol w. paste, aeromine fwr

powder, lissapol, 27 items, in bulk, large quantities. Import license No. 349589. Acramin, black, brown, yellow & blue, anthrasol, blue, brown, grey, green, trivamine, orange & blue, napthol, citbanone khaki, green, grey, fenanthren, olive, blue, brown, orange; procain blue, yellow, leucophor a, tinopol, 25 items. Various color indexes, wgt. in lb. Bulk packing. IL#349588. Hussein Textile Mills, Ltd., Habib Sq., Bunder Rd., Karachi. Cable, COMMODITY.

■ Dyes, caledon, various colors, carbindone, soledon, brenthol, procion, alcian, acramin, balnkophor, altra lumatex, anthrasol, rumazol, supertine, tinolite, long list. Various color indexes. $6,700. Import license No. 241399. Sind Cottage Industries, D/45, S.I.T.E., Karachi 16. Cable, LACES, Karachi.

All the above are for loan No. 391-H-066. U.S. source. Bid deadline November 1.★ SBC-396.

■ Caustic soda flake and solid, rangolite "c" lumps, sodium alginate, waxol p.a., stannous chloride, mercerol, akramine powder, sodium biculphate, lissapole n., hydrogen peroxide, acetic acid, acramine paste, calsolin oil. Total value $14,878. Import license No. 241400. Sind Cottage Industries, D/45, S.I.T.E., Karachi 16. Cable, LACES, Karachi. Loan No. 391-H-066. U.S. source. Bid deadline November 1. SBC-396.

■ Pigments, dyes, acramine blue ffg, orange frr, black fbrk, indigo 6% grain, sirius sopra yellow 5G, rapidogen black 3G, acid blues a and v, anthrasol O; brilliant yellow 3G-P reactive dyes; same, brilliant orange G-E. Long list, various shades, color index numbers, quantities. S/A No. 349243. Gul Ahmed Textile Mills, Ltd., Jodia Bazar, Karachi.

■ Stearic acid, triple pressed, 2200 lb.; calgon flakes, 1700 lb.; hydrated lime, 22.5 mt.; titanium dioxide 7 mt.; solid caustic soda 98/99%, max. quantity per balance of license. Various descriptions and specifications. Total value of license $15,750. Quotations in duplicate c&f Karachi, with packing details. U.S. flag vessels. Materials must meet buyer's specifications, or differences must be noted in quotations. Earliest delivery date must be specified. Bank reference to be given 15 days before bid closing date. S/A No. 248291. Lever Bros., Pakistan, Ltd., Rock Ct., Victoria Rd., Karachi 3.

Both the above for loan No. 391-H-066. U.S. source. Bid deadline October 29.★ SBC-397.

■ Waxol p.a., 10 cwt.; ceranine h.c.s., 10 cwt.; lissapol n., 5 cwt.; calsolene oil h.w., 6 cwt.; mercerol q.w., 6 cwt.; laventine k.b., astol a, 5 cwt.; narvanax 3x, 10 cwt.; bleaching powder, 20 tons; caustic soda, 30 tons; sodium alginate, 10 cwt.; fixanol pna, 1 cwt. IL No. 221085. Sutlej Cotton Mills, Ltd., Okara, District Montgomery, W. Cable, SUTLEJ, Okara.

■ Resist salt l., protective agent, 672 lb.; sodium alginate, thickening agent for reactive dyes, 4480 lb.; hydrogen peroxide 35% by wgt., bleaching agent, 17,600 lb.; soda caustic solid, mercerizing agent, 55,000 lb.; procion, new specialty, chemically reactive dye of i.c.i., blue 3RS, blue H5GS, yellow RS, yellow GRS, yellow 6GS, 112 lb. each; gibacron, new specialty, chemically reactive dye of ciba, yellow R, brown 3GR, brilliant blue BR, red B, violet 2R, orange G, yellow G, 112 lb. each. IL No. 248378. The Crescent Textile Mills, Ltd., Sargodha Rd., Lyallpur. Cable, CRESCENT.

Both the above for loan No. 391-H-066. U.S. source. Quotation deadline November 1. SBC-399.

■ Solid caustic soda 98/99%, N_aOH not less than 98%, N_aCl not less than .5% according to standard UK test. Approx. $16,000. Loan No. 391-H-066. S/A No. 248413. U.S. source. Quotation deadline November 1. Lever Bros., Pakistan, Ltd., Rock Ct., Victoria Rd., Karachi. SBC-403.

■ Procian black hns, brill. yellow H-5GS, 112 lb. each; scarlet g. base, 7 cwt.; cibacron yellow g., yellow r., brill. red 3B, 56 lb. each; cibacron turquoise blue 5900, 160%, 115 lb.; cibacron blue fgf m. dip. 90%, 100 lb. Loan No. 391-H-066. U.S. source. Quotation deadline November 1. IL No. 234953. Rahmania Textile Mills, Ltd., Jhang Rd., Lyallpur. Cable, RAHMANIA. SBC-404.

■ Acramine, Napthol, Trivamine, Trivasol, Alcian, Anthrasol, Resolin, Celliton, Procian, Cibacron Uvitex, Chloramine, Rhodamine, and Solar, 112 items, various color indexes, and descriptions, large quantities. Import License No. 349305. M/s. Haroon Textile Mills Ltd., 15, Salehmohammed St., Karachi 2, West. Cable: HARTEXMILL, Karachi.★

■ Reactive dyes, Procian orange GS bulk packing; pigment blue for textile printing, Accramine blue FFG, 2 cwts each; solubilised Vat. 59826, Anthrasol grey, IB, 56 lbs.; Azoic dyes, 37505, Naphthol AS, 3 tons, same, but 37135 Bourdeaux GPN Salt, 5 cwts, optical whitening agent, U Vitex RT, 4 cwts. IL# 351535. Habib Textile Mills Ltd., A/20 Moghopir Rd., Karachi.

Both the above are for Loan No. 391-H-066. U.S. Source. Quotations desired by November 1. SBC-410.

■ Acramin, golden yellow, yellow, blue, green, red, black; Anthrasol, brown, grey, golden yellow, pink, various color indexes and quantities. Import License No. 351567. Polyvinylchloride, Polyethylene, metalized film, Diakon moulding compound, adhesive, Vestinol C, Caustic soda, solid and flakes, 28 items, various descriptions, large quantities. Import License No. 351565. Loan No. 391-H-066. U.S. Source. Quotation deadline November 7.★ Valika Art Fabrics Ltd., Valika Chambers, South Napier Rd., Karachi. SBC-410.

■ Bacterial Diatase; Dodecylbenzene; Ethylene Urea, Polyoxethylene Nonyl Phenol; Sodium toluene Sulphonate, total approx. 36 metric tons. Import License No. 349050. Quotation date November 1. Futehally Chemicals Ltd., D-86, S.I.T.E., P.O. Box 3613, Karachi 16.

■ Chemical Dyes, Cibanone brilliant colors, Procion, Caledon, Sandothrene, Acramine, Alcian Blue, and Leucophor, various color indexes, descriptions, 29 items, large quantities. Import License No. 349455. Quotation date November 3. Rashid Textile Mills, 140 Bunder Rd., Karachi. Cable: TRUEMILL.

■ Ultramarine blue in bulk, to certain specifications. $10,000. C&F Karachi. IL#334905. Quotation date November 3. Reckitt & Colman of Pakistan Limited, Nelsons Chambers, McLeod Road, Karachi.

The 3 above are for Loan No. 391-H-066. U.S. source.★ SBC-409.

■ Caustic soda solid and flakes, nickle catalyst, activated carbon, citric acid, P.B. quality, preservative and laboratories chemicals. Approximately $6,000. Import License No. 353235. Quotation date November 3. A&B Oil Industries Ltd., S.I.T.E., Hub River Rd., Karachi. Cable: DELICIOUS.

■ Phenol Pharmeldehyde, moulding powder, electric brown color, easy flow, general purpose grade, Urea Pharmeldehyde; Polyethelene, natural; Cellulose acetate; Polypropylene, colored; Polysterine, colored and natural. Basis of quotations c&f. Approx. $29,800. Import License No. 349860. Quotation date November 1. Pak Plastic Industries, C-17, S.I.T.E., Manghopir Rd., Karachi. Cable: PEPEAI, Karachi.

Both the above are for Loan No. 391-H-066. U.S. source. SGC-409.

■ Ceranine HCSM Conc. 370%, softening agent, 9,000 lbs.; resist salt, oxidizing agent, 5,000 lbs.; Sodium Alginate, thickening agent, 5,000 lbs.; Houghtosize, warp sizing agent, 1 ton; solid caustic soda 98/99%, 500 lbs. Import License No. 347076.

■ Chemically reactive dyes, Procion black HNS, 2,000 lbs.; same, yellow H4GS, 1,000 lbs.; brilliant red 5 BS, 500 lbs.; brilliant purple, H sRS, 400 lbs.; orange, 200 lbs.; soledon blue, 400 lbs., C. I. No. 69826; Soledon dark brown, #70801, 400 lbs.; Procion scarlet, 200 lbs.; Luecophor, Optical bleach, 600 lbs. IL# 347075.

Both the above are for Loan No. 391-H-066. U.S. source. Quotation dates November 7. Adamjee Chambers, McLeod Rd., Karachi 2. Cable: ADAMJEES SBC-409.

282 Synthetic Materials

CAMBODIA—Polystyrene, polyethylene in grains. Direct purchase and agency. Ets. Samaki Khmer, 194 Vithei Ang Duong, P.O. box 502, Phnom Penh. WTD 9/24/63.

ECUADOR—Raw plastics materials for the operation of plant producing vinyl tile and sheets for floors, to include: Japan vinyl powder, Fillers (diluted), Plasticizers, Stabilizers, Intern-lubricant, Color batches. Submit quotations cif Guayaquil. Requests illustrated literature and/or catalogs. Requests replies in Spanish. R.A. Lasso M., P.O. box 139, Quito.

FRANCE—Polyester foam-back fabrics for the manufacture of raincoats and trousers; requests replies in French. Lucien Solinski, (importer, dealer), 41 rue des Francs Bourgeois, Paris 4e. WTD 9/11/63.

GERMANY—Plastic foil, articles made of plastic foil. Hans Dieffenbacher KG, (manufacturer), 75 Karlsruhe-W., Postfach 4067.

Plastic materials for workers' protective clothing, including gloves; plastic materials for conveyor belts; cif European ports. Direct purchase and agency. Ledervertriebs-Gesellschaft mbH., (importing distributor, wholesaler), Postfach 14, 433 Muelheim/Ruhr-Saarn. WTD 11/16/61.

Polyamides, granulated. Hessische Hoelzerwerke Heinrich Schlerf GmbH, Waldmichelbach, Neustadt 2. WTD 9/27/63.

Plastic foils for the deep drawing of dashboard crash pads for the automobile industry. Estimated annual requirements: US $100,000; requests replies in German. Kunststoffwerk Philippine GmbH & Co. K.G., 23-25 Alte Braubacher Strasse, Oberlahnstein/Rhein. WTD 9/27/63.

■ **GREECE**—Synthetic rubber, 85,000 lb. Quotations desired by November 2. P. Poulopoulos—C. Sotiropoulos & Co., Pireos St., 142, Athens.

■ Cotton, rayon, dacron cloth for men's wear. $25,000. Quotation date November 4. V. Philippou & E. Hadjialexiou, 6, Leoharous St., Athens.

Both the above are for loan No. 240-H-028. U.S. source. SBC-408.

Polyethylene and polyvinyl chloride (PVC); requests replies from manufacturers only. Kozak-Plastik—G. N. Cozekides & Co., (manufacturer, importer, wholesaler, retailer), 9 Thisseos St., Athens. WTD 9/30/63.

HONG KONG—Cellophane for wrapping of tablets or capsules in strips; requests replies from manufacturers. Talbot Laboratories, Ltd., (importer, exporter, manufacturer), 35 Ho Man Tin St., Kowloon. WTD 9/9/63.

MEXICO—Vinyl, polyethylene wastes, stabilizers for synthetic rubber. Direct purchase and agency. Industrias Reunidas, S.A., (importer, wholesaler, agent), Madero No. 17-110, Mexico, D.F. WTD 7/17/63.

NIGERIA—Formica type plastic sheets for cabinet making; sample of type material desired is available on a loan basis from the Trade Opportunities Staff, BDSA-111, Rm. 4203, (Tel.: Area code 202, WO 7-4674), Dept. of Commerce, Washington, D.C. 20230. Akinbode Furniture Works, (manufacturer), 43 Bamgbose St., Lagos. WTD 3/8/63.

■ **PAKISTAN**—Thermoplastic moulding compounds, viz. polyvinyl chloride compounds and polythene, to astmd-734 for insulation compound and astmd-1047 for jacket compounds. $45,686. C&f Karachi. S/A No. 240845. Bid deadline October 30. Atlas Rubber & Plastics Industries, 26 Naz Chambers, Frere Rd., Karachi 2.

■ Thermoplastic moulding compound, polysterine, colored, red, blue, yellow, green, pink, sky blue, 11,050 lb., packed 50 lb. per double paper bags; thermoplastic moulding compound, ms flow virgin quality cellulose acetate plastic powder, red, white, pink, yellow, green, blue, 15,750 lb., packed 50 lb., per double paper bags. C&f Karachi. S/A No. 347085. Bid deadline October 29. Celluko Industries, 18/1 Muslim League Qtrs., Nazimabad, Karachi 18.

Both the above for loan No. 391-H-066. U.S. source. SBC-397.

■ Polyethylene 545E, film grade; Polystyrene; P.V.C. Approximately $5,000. Import License No. 354245. Premier Industries, Room No. 64, Cochinwala Market, Newnham Rd., Karachi, 2.

■ Polyvinal Chloride (PVC) compound, insulating grade, red and white, sheathing grade, grey and white, required for insulating electric cables and packed in jute bags, polythene lined. $63,000. Import License No. 348938. Pakistan Cables Ltd., B/21, Sind Industrial Trading Estates, Manghopie Rd., P.O. Box No. 5050, Karachi 16.

Both the above are for Loan No. 391-H-066. U.S. source. Quotation dates November 7. SBC-409.

■ Cellulose acetate moulding compound, approx. $7,000; polyethylene moulding compound, film grade, approx. $4,000; phenolic moulding compound, powder, $6,000. IL No. 347186. Maniar Plastic Industries, Chaba St., Karachi 1.

■ Thermoplastic moulding compound p.v.c. and polyethylene, soft, flexible and rigid, for extruder plastic garden hose pipe, tubes, straps, film, approx. $9,000. IL No. 335023. Kohinoor Plastic Works, 21-B Khalil Yasin Market, Saleh Mohd St., Karachi.

Both the above for loan No. 391-H-066. U.S. source. Quotation deadline November 1. SBC-399.

■ **TURKEY**—Nylon yarns, 60 and 70 denier, 18 filaments, semi-dull or dull, on cones. Approx. $5,500. S/A No. 002052.

■ Nylon yarns, 60 and 70 denier, 18 filaments, semi-dull or dull, on cones. Approx. $10,900. S/A No. 002056.

■ Rayon yarns, 100 and 75 denier, 40 filaments, bright or dull on cones or in hanks. Approx. $7,800. S/A No. 002057.

■ Nylon yarns, 60 and 70 denier, 18 filaments, semi-dull or dull, on cones. Approx. $10,900. S/A No. 002061.

■ Rayon yarns, 100 and 75 denier, 40 filaments, bright or dull, on cones or in hanks. Approx. $13,300. S/A No. 002077.

All the above U.S. source. Quotation deadline October 31. Muammer Agim, Koza Han 127, Bursa. Cable, AGIM, Bursa. SBC-401.

■ Nylon yarn, 60 denier, 2 ply, stretch, natural or dyed. IL No. 001844. Approx. $10,000. Bid deadline October 28. Ahmet Ziya Kilicci Ogullari, Kasim Kilicci Huseyin Kilicci Kollektif Sirketi, Galata, Tersane Caddesi No. 194, Kilicci Han Kat. 2, Istanbul.

■ Nylon yarns, 60/13/0 and 70/17/0; nylon stretch yarns, 60/2 denier, natural. Approx. $5,600. Bid deadline October 30. Arif Bolisik ve Ahmet Pirilkan Isikkan Dok. Koll. Sti Mahmutpasa Kefeli Han No. 15, Istanbul.

Both the above for PA-277-621-901-356-3234. Limited worldwide (901). SBC-394.

283 Drugs

HONG KONG—Pharmaceutical products of all types; requests replies from manufacturers. Mansion Trading Co., (importer, exporter), 1310 Liu Chong Hing Bank Bldg., Hong Kong. WTD 9/20/63.

ITALY—Antibiotics, other products for animal feeds; vaccines for baby chicks. Gauver Italia, S.p.A., (manufacturer), Caronno Pertusella, (Varese). WTD 7/23/63.

Agency only: Hormone preparations. Renato C. Rossi, (agent), via Ausonio 9/a, Milan. WTD 8/14/63.

Powdered hydrated magnesium oxide for use in the pharmaceutical industry. Requests sample for analysis. Laboratorio Chimico Sanitas, via Tanzi 39, Bari.

■ **PAKISTAN**—Floraquin, or equal, 1000 x 24 tablets, approx. value $680; probanthine, 281 x 40 tablets, $362; jacobson solution vitamin a, 500 x 12 x 1 cc., $1220; Vicks vaporub, 21 gross tin, $338; Vicks cough drops, 53 x 320 pkt., $1099; o.p.h. eye drops, 600 x 15 cc. bottle, $360; neo-synephrine nasal drops, 750 x 30 cc. bottle, $485; ntr nasal spray and drops, 820 bottle, $492; neocurtasal salt, 416 bottle, $212. IL No. 220250. Loan No. 391-H-066. U.S. source. Quotation deadline November 1. Shah Medical Service, 3 Anarkali, Lahore, W., where inquiries may be addressed. Cabled bids not acceptable. SBC-399.

■ Sulphadiazine; sulphathiazole; sulphaguanidine; phtalylsulphathiazole; succinylsulphathiazole; aspirin phenacetin; chloroquine diphosphate/phosphate; acid nicotinic; nicotinamide; magnesium gluconate bp/usp; vitamins, various; tetracyclin bpc/usp; long list. Approx. $13,350. Loan No. 391-H-066. S/A No. 349929. U.S. source. Quotation deadline November 1. Orient Pharmaceutical Corp., A/56, S.I.T.E., Manghopir Rd., Karachi.★ SBC-403.

■ **PAKISTAN**—Antacid and laxative combination of magnesia in suspension, 12 oz. bottles, 4,000 bottles; same, 4 oz. bottles, 6,000 bottles; sedative and spasmolytic, belladonna and phenoberbitone combination in tablet form, 20's tube, 300 tubes, 100's and 500's, 300 and 150 bottles respectively; 28 items. S/A No. 186074. R.K. Mazumder & Co. (Pak) Ltd., Narayanganj, Dacca, E.

■ Tricremalate liquid, 8 oz. bottles, 5,000 bottles; same, tablets, 100's, 500 pkts., N.T.R. spray, 20 cc., 1,000 bottles; winstrol 2 mg., 20's, 3,500 bottles; 16 items. S/A No. 282022. Haque Brothers, Ltd., Court Rd., Chittagong.

Both the above for Loan No. 391-H-066. U.S. source. Bid deadline October 31. SBC-406.

■ Sodium bicarbonate powder, menthol, kaolin powder, tin chloride, caustic soda, sodium bisulphate, Phenacetin, aspirin powder, citric acid, stearic acid, acetic acid, olive oil, Sulfathiazine, Sulfathiazole, Sulfamerazine, Sulfanilamide powders, acid sodium pyrophosphate, Hydrogen Peroxide, Glucose powder, Sodium Alginate powder. $6,000. Import License No. 352940. Loan No. 391-H-066. U.S. source. Quotations desired by November 7. Smile Laboratories, Ltd., Strachan Rd., Karachi 1. Cable: NESUPER. SBC-409.

PANAMA—Alkaloid, salts (including mixture; requests price list, catalogs). Vila Hermanos, S.A., (importer, retailer, wholesaler, commission merchant), P.O. box 722, Panama. WTD 9/19/63.

■ **VIETNAM**—Oradexon organon (dexamethasone), in boxes of 20 tablets of 0.5 mg. or 9-alpha fluoro, 16 alphamethylprednisolone, 10,000 boxes; benutrex B12 in boxes of 1 vial 10 cc. and 1 vial 10 cc. solvent, injectible, 10,000 boxes; adremycine in tubes of 5 g. ointment, 1 mg. chloroprednisone acetate and 5 mg. neomycin sulphate per gr., 3,000 tubes; doca in boxes of 4 amp. 1 cc., 10 mg. desoxycorticosterone acetate in oil per amp., 3,000 boxes; dipro-oleosum in boxes of 2 amp. of 1 cc., each amp. containing 2.5 mg. oestradiol monobenzoate, 12.5 mg. progresterone, 3,000 boxes. Limited worldwide (901). Quotation deadline October 30. Pharmacie Truong Minh Huan, 386 Nhan Vi, Cholon. Offers will be reviewed on c&f basis only. Fob and freight costs must be indicated separately. Freight 100% U.S. flag vessels. A copy of each offer should be sent to the Director General of Commerce, 59 Gia-Long, Saigon. SBC-411.

■ Medicinals, pharmaceuticals, vitamins, such as emotrifar syrup 100 cc., 3,000 bottles; emotrifar B/15 pills, 3,000 bottles, same except B/5, amp. inj., 3,000 boxes; butalgine B/20 capsules, 6,000 bottles; butalgine B/5 inj., 3,500 boxes. Limited worldwide (901). Quotations desired by October 28. Pharmacie Vu Van Phuong, 141 Nguyen Du, Saigon. Copy of each offer to be sent to the Director General of Commerce, 59 Gia-Long, Saigon. SBC-398.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

FRANCE—Soluble oils, sulfurized oils, castor oils, sulfone oils and fatty matters for margarine. Direct purchase and agency. Cie Francaise de Courgages & de Commissions, (importer, dealer), 16 rue des Huissiers, Neuilly s/Seine, Seine. WTD 7/29/63.

ITALY—Disinfectants for poultry raising. Direct purchase and agency. Gauveritalia, S.p.A., (manufacturer), Caronno Pertusella, (Varese). WTD 7/23/63.

Mink oil and turtle oil for use in the cosmetic industry. C.O.S.B.A., via Re David 204/a, Bari.

MOROCCO—Finishing and polishing products used in manufacturing process. S.T.A.G., (Société des Tanneries Grard), (Tanner), Km. 5.400 Boulevard Moulay Ismail, Casablanca. WTD 5/13/63.

SOUTH AFRICA—Cleansing creams; foundation creams, lubricating creams, lipstick, rouge, oils, other cosmetics; requests replies from manufacturers. PAC Distribution, (importer, distributor, indent agent), P. O. box 10312, Johannesburg.

285 Paint, Varnishes, Lacquers, Enamels

AUSTRALIA—Special spray or roll-coat enamel paint for coloring the metal teeth of zipper-type slide fasteners for clothing: one-coat processes. Mr. K. P. Egan, Development Engineer, W. E. Cuckson & Son, Pty., Ltd., (manufacturers), 75 Windsor Rd., St. Marys, N.S.W.

● **BURMA**—Anti-rust preservative paint, 1,400 gal. Tender No. GH/26/G-11/63-64, bid deadline October 29, 12 noon. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WOrth 7-3512).

● Boiler and bituminous paint, 2,100 gal. Tender No. GH/29/G11/63-64, bid deadline October 29, 12 Noon. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-Worth 7-3512).

● Marine paint, 1,200 gal. Tender No. GH/30/G-11/63-64, bid deadline October 29, 12 noon. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: Worth 7-3512).

● Anti-corrosive paint, 7,500 gal. Tender No. GH/25/G11/63-64, bid deadline October 29, 12 noon. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-Worth 7-3512).

● Heat resistant paint, 16,500 gal. Tender No. GH/28/G11/63-64, bid deadline October 28, 12 noon. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-Worth 7-3512).

● Chimney or funnel paint, 1320 gal. Tender No. GH/27/G11/63-64, bid deadline October 28, 12 noon. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-Worth 7-3512).

CAMBODIA—Synthetic paints, varnishes. Direct purchase and agency. Ets. Samaki Khmer, 194 Vithei Ang Duong, P.O. box 502, Phnom Penh. WTD 9/24/63.

FRANCE—Industrial varnishes for plastics, metallic surfaces. Direct purchase and agency. Societe des Peintures & Vernis Marcolac, 41 Quai de Bonneuil, Saint-Maur, Seine. WTD 9/11/63.

ITALY—Special varnishes. S.I.R.E.C., (distributor), via Cosimo del Fante 6, Milan. WTD 7/19/63.

JORDAN—Would like to establish continuing long-term business relations with U.S. producers and exporters of car paints. Mr. Adel Saleem Abyad, (importer, wholesaler, retailer). Brake Service Co., Station Rd., Mafraq el Naser, Amman. WTD 9/23/63.

286 Gum, Wood Chemicals

GERMANY—Lignum vitae wood rosin in 3 ton lots; offers on c.i.f. Hamburg price basis. Walter C. Icheln, (importer), Bornkamp 1A, Hamburg-Wandsbek.

287 Agricultural Chemicals

GUATEMALA—Complete line of chemical insecticides. Direct purchase and agency. Mendez Herbruger y Compañía, S.C.—"Hermenger", (importer, manufacturers' representative, retailer), 5a. Avenida 4-29, Zona 2, Guatemala City. WTD 9/18/63.

IRAQ—Fertilizers, fertilizer materials. M. Ali Youzbaki & Sons, (importer, wholesaler, retailer), Mustansir St., Baghdad. WTD 3/17/62.

ITALY—Fertilizers, fungicides, insecticides for agricultural use. Renato C. Rossi, (agent), via Ausonio 9/4, Milan. WTD 8/14/63.

SPAIN—Insecticides, fungicides, herbicides, fertilizers. Direct purchase and agency. Mr. Manuel Morales Torres, (importer, wholesaler, retailer, manufacturers' representative), Calle Eusebio Navarro No. 23, Las Palmas de Gran Canaria, Canary Islands. WTD 9/24/63.

● **THAILAND**—Compound fertilizer, 12-8-18, in crystal or flake, 2,000 mt., for delivery in 4 lots between January and April 1964. Bid deadline October 28, with deposit of about $4700 (baht 100,000). The Sugar Industry Aid Fund, Wang Daeng, Bangkok.

289 Chemical Products

FRANCE—Coloring products for textiles; requests replies in French. Teinturerie de la Chaussee Romaine, (manufacturer), 53-55 rue de la Chaussee Romaine, Saint-Quentin, Aisne. WTD 2/21/63.

Special ink for offset printing, similar to scotchlite printing; requests replies in French. Siam & Dreyfus, (manufacturer), 24 rue de Lagny, Montreuil, Seine. WTD 6/25/62.

299 Products of Petroleum, Coal

FRANCE—High quality industrial lubricants; requests replies in French. Les Emulgateurs Industriels—Huiles Coupex, (importer, exporter, wholesaler, retailer), 7 rue Jean Jaures, Puteaux, Seine.

301 Tires, Tubes

GERMANY—Molded solid tires for heavy trucks, tractors, shovels and fork lift trucks; requests offers from manufacturers only with price quotation c.i.f. German or Dutch ports. Balo Motorenbau GmbH. (manufacturer), 51 Lothringer Strasse, 463 Bochum-Gerthe. WTD 8/26/63.

SINGAPORE—Motorcycle inner tubes—sizes: 8" to 19"; requests replies from manufacturers with price quotation cif Singapore. Able to import about 3,000 tubes a mon. Prices must be competitive. Chu Cheong Co., Ltd., (importer, wholesaler, retailer, exporter), P.O. box 1151, 211-A Victoria St., Singapore 7.

Motorcycle tires—sizes: 8" to 19"; requests replies from manufacturers with price quotations cif Singapore. Able to import about 3,000 tires a mon. Prices must be competitive. Chu Cheong Co., Ltd., (importer, wholesaler, retailer, exporter), P.O. box 1151, 211-A Victoria St., Singapore 7.

306 Fabricated Rubber Products

● **BURMA**—Machine belting, 154,500 feet of various sizes; tender number NIV/16/G-3 (63-64); bid deadline November 4. The Chairman, Civil Stores Committee (1), St. John's Road, Rangoon.★ (Tel.: 202 WO 7-3381).

GERMANY—Rubber for workers' protective clothing, including gloves, and for conveyor belts; CIF European ports. Ledervertriebs-Gesellschaft mbH., (importing distributor and wholesaler), Postfach 14, 433 Muelheim/Ruhr-Saarn. WTD 11/16/61.

ITALY—Waterproof and weatherproof thin rubber sheets. Imper, di Ing. A. Schieroni & Figli, Via Lanzo, 131, Torino. WTD 4/4/63.

307 Plastic Products

BELGIUM—Nylon and plastic heel tips and caps for sale in Belgium to manufacturers and shoe repair shops. Plastic shoe soling material for men's, women's and children's shoes. Direct purchase and agency. Robert Buysse (importer, wholesaler), 15 Sporkinstraat, Veurne. WTD 7/19/63.

FRANCE—Plastic household articles; requests replies in French. Direct purchase and agency. Jean Briand (importer, dealer), 34 bis rue de Chateaubriand, Saint-Brieuc (Cotes du Nord). WTD 5/20/63.

GERMANY—Telefon and sealing material products; requests replies fro manufacturers only. Direct purchase and agency. Pampus Deutsche Gummi- und Asbestgesellschaft (manufacturer, exporter, sales agent), 4005 Buederich/Duesseldorf, Postfach 126. WTD 10/31/62.

GERMANY—Laminated plastic sheets for electric insulating: 0.5 to 30 millimeter thickness; 1 to 20 ton; requests price quotations cif Hamburg. Sample of type material desired is available on a loan basis from the Trade Opportunities Section, BDSA-111, Room 4203, Dept. of Commerce, Wash., D.C., 20230. Tel.: Area code 202 WO 7-4674. Heyden & Still Ingenieurbuero, (importer), Poppenbuetteler Haupstrasse 28, Hamburg-Poppenbuettel.

GREECE—Plastic printed material in rolls, also plastic printed tablecloths; requests replies from manufacturers only. Kozak-Plastik—G. N. Cozakides & Co. (manufacturer, importer, wholesaler, retailer), 9 Thisseos St., Athens. WTD 9/30/63.

PANAMA—Household plastic containers; requests replies in Spanish. Lindo & Maduro S.A. (importer, wholesaler, sales agent), P.O. Box 5300, Panama. WTD 9/20/63.

311 Leather Tanning, Finishing

GERMANY—Leather for conveyor belts and for workers' protective clothing, including gloves; requests replies cif European ports. Direct purchase and agency. Ledervertriebs-Gesellschaft mbH. (importing distributor, wholesaler), Postfach 14, 433 Muelheim/Ruhr-Saarn. WTD 11/16/61.

GERMANY—Upper leather for shoes, oxhide box. WIFA Handelsgesellschaft mbH., (importing distributor), 50 Essenerstrasse, 433 Muelheim/Ruhr. WTD 6/27/62.

GERMANY—Leather for upholstered furniture, clothing, shoes and other leather goods; requests replies cif European ports. Direct purchase and agency. Ledervertriebs-Gesellschaft mbH. (importing distributor, wholesaler), Postfach 14,433 Muelheim/Ruhr-Saarn. WTD 11/16/61.

313 Boot, Shoe Cut Stock, Findings

MOROCCO—Shoe intersoles similar to those known in Europe under name of *Synderm* and *Salpa*. Proposals are desired for both first and second quality intersoles. S.T.A.G. (Société des Tanneries Grard), (tanner), Km. 5.400 Boulevard Moulay Ismail, Casablanca. WTD 5/13/63.

319 Leather Goods

AUSTRALIA—High-quality leather giftware items. Prices fob nearest port or cif Sydney. Miss J. Dowdle, Buyer (retailer), Beard Watson & Co. Ltd., 359-363 George St., Sydney, N.S.W. WTD 6/25/63.

321 Flat Glass

SINGAPORE—Glass sheets; requests price quotations cif Singapore. Prices must be competitive. Telelectric Co., Ltd., (importer, exporter), 6 Cecil St., Room 208A (2nd Floor), Singapore 1.

322 Glass, Glassware, Pressed or Blown

AUSTRALIA—High-quality colored glass giftware items. Prices must be stated fob nearest port or cif Sydney. Miss J. Dowdle, Buyer, (retailer), Beard Watson & Co. Ltd., 359-363 George St., Sydney, N.S.W. WTD 6/25/63.

FRANCE—Crystal and glass tableware; requests replies in French. Kitzinger Freres (glassware manufacturer, importer, dealer), 153 rue du Faubourg St-Denis, Paris. WTD 10/29/62.

325 Structural Clay Products

TURKEY—High alumina clay refractory bricks; METAS, Izmir Metallurgy Factory, Inc., Sair Esref Bulvari No. 3, Izmir.

329 Abrasive, Asbestos, Nonmetallic Minerals

NETHERLANDS—Abrasives, coated, paper; requests replies from manufacturers only. Direct purchase and exclusive agency. Fa. de Booy & De Booy, (importer, exporter, wholesaler), 109 Malakkastraat The Hague. WTD 9/10/63.

■ **TUNISIA**—Asbestos pipe, fittings. Loan No. 664-H-012. U.S. source. Bid deadline November 15. Republic of Tunisia, Secretary of State for Agriculture, Technical Division, Tunis, Att.: Mr. Ben Osman. New copies of text are available from the Tunisian Trade Office, 543 Madison Ave., New York, N.Y. SBC-400.

331 Steel Mill Products

● **BURMA**—Mosquito-proof mesh. Tender No. GH/45/G-11 (63-64), bid deadline Oct. 30. Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● **BURMA**—Tubing M.S. galvanized, ½", ¾"-1"-1¼"-1½"-2"-2½"-3"-4"-6" diameters, 3,540,000 Rft. Spec. Bss 1387/1957, class "A", screwed on both ends and socketed on one end, screw end to be protected, in standard lengths. Black Tubes, ½"-¾"-1"-1¼"-1½"-2"-2½"-3"-4" diameters, in standard lengths, 225,000 Rft., Spec. BSS- 1957. Tube well casing 10' lengths, same spec., 6"-3,600 pieces. 4"-27,000 pieces, 8"-2,700 pieces. Tender #PRV/33/CS/(63-64), bid deadline November 14. Chairman, Civil Stores Committee (1), St. John's Road, Rangoon.★ (Tel: 202-WO 7-2363.)

● **CEYLON**—Plates, mild steel, 8' x 48" x 1/16"-⅛"-3/16"-¼"-5/16"-⅜"-½"-⅝"-¾" thicknesses, 2,100 pieces. To conform to British standard specification No. 15 of 1961. Quote Reference No. US/COM/29, bid deadline December 3. Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo. Copies of Tender Schedules may be obtained from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C.

● Water Tubes, galv. malleable iron, buttweld, screwed, and coupled in 15 ft. to 20 ft. lengths. ½" ID-50,000 l. ft; ¾" ID-60,000 l. ft; 1" ID-60,000 l. ft; 1¼" ID-40,000 l. ft. Water tubes, galv. malleable iron, lapweld, screwed and coupled, in 15 ft. to 20 ft., 1½" ID-50,000 l. ft; 2" ID-50,000 l. ft; 2½" ID-8,000 l. ft; 3½" ID-16,000 l. ft; 4" ID-5,000 l. ft. Specification British Standard #1587 of 1957, Med. quality or equiv. spec. Ref. #US/COM/29/30, bid deadline Dec. 3. The Chairman, Tender Board, Ministry of Finance, P.O. box 500, Colombo. Copies of Tender Schedules may be obtained from Embassy of Ceylon, 2148 Wyoming Ave., NW. Washington, D.C.

● Galvanized plain sheets, 36" x 24 BG x 8', 8,000 sheets; 48" x 24 BG x 8', 7,000 sheets, to conform to British standard spec. No. 2989 of 1958. Quote reference No. US/COM/29, bid deadline December 10. Chairman, Tender Board, Ministry of Health & Housing, P.O. box 500, Colombo. Copies of Tender Schedule may be obtained from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C.

■ **INDIA**—CRCA sheets, extra deep drawing quality, 6' x 3' x .044" thick. Approx. $16,400. IL No. DL/55/325/03-1-01/0186. Ref. No. DC/217/BDL/138. Quotation deadline November 3. Orient General Industries, Ltd., 6 Ghorebibi Lane, Narkeldanga, Calcutta. Cable: SUMMERKING, Calcutta.

■ Hot rolled alloy steel rounds in annealed condition, lengths 7½ to 8 ft., coated with rust preventive fluids with CO.16, Si 0.30, Mn 0.50, Ni 1.20-1.75, chromium 1.20-1.75; 30 mm. dia., 7 tons; 32 mm. dia., 40 tons; 33 mm., 8 tons; 34 mm., 8 tons; 37 mm., 8 tons. Hot rolled alloy steel bars in annealed condition, lengths 7½ to 8 ft., coated with rust preventive fluids with Ca 0.12/0.18, Si 0.10/0.35, Mn 0.30/0.60, Ni 3.00/3.75, chromium 0.60/1.10, 42 mm. dia. rounds, 15 tons. cif Madras. IL No. DL/55/512/03201/0082. Ref. No. DC/217/BDL/137. Quotation deadline November 1. Sri Ramadas Motor Transport Pvt., Ltd., Subhas Rd., Kakinada (Andhra Pradesh).

Both the above for Loan No. 386-H-082. U.S. source. Subject to GSA Defense Materials Service procedure. SBC-407.

■ Bright cold heading quality alloy wire, to SAE 5140, for high tensile trimmed hex, bolts, fine grain, spheroidize annealed in process, tensile 95,000 psi max., phosphate coated, in 600 lb. catchweight coils, I.D. 23-35", O.D. 33-45", various sizes and tolerances, 75 metric tons.

Bright cold heading quality wire, to C-1038, for trimmed hex. bolts, coarse grain, phosphate coated, cold drawn, spheroidize annealed in process, tensile 85,000 psi max., in 600 lb. catchweight cols, I.D. 31-41", O.D. 41"-51", various sizes and tolerances, 40 metric tons. Same, except C-1038 fine grain, I.D. 35"-45", O.D. 45"-55", various sizes and tolerances, 27 metric tons.

Loan No. 386-A-055. U.S. source. Quotation deadline November 12. IL No. A.546662/62/AU-DW/CCI/HQ/L.II(A). Ref. No. 65(334)/63-AID(1). fas New York. Fit Tight Nuts and Bolts Ltd., Old Ashram, Andheri Kurla Rd., Andheri, Bombay 58. Cable: FITTIGHT, Andheri, Bombay.★ SBC-407.

■ Plain carbon steel channels: 20 ft. lengths, 6" x 18 lb./ft., 42 pcs; 7" x 9.8 lb., 31 pcs.; 7" x 12.25 lb., 25 pcs.; 10" x 20 lb., 25 pcs.; 15 ft. lengths, 9" x 23.9 lb./ft., 18 pcs. Plain carbon steel "H" beams, 20 ft. lengths, 5" x 5" x 18.9 lb./ft., 42 pcs.; WF "I" beams, 18 ft. lengths, 10" x 10" x 49 lb./ft. To AISI or ASTM A7-55T, P&H specification 139. Loan No. 386-A-055. U.S. source. Quotation deadline November 15. IL No. A-586715/AU-DW/CCI/HQ/RM/L.II(E). Ref. No. 65(329)/63-AID I. Tata Engineering and Locomotive Co., Ltd., Bombay House, 24 Bruce St., Bombay 1. Through: Tata Inc. (Agents), 425 Park Ave., New York 22, N.Y. Cable: TATAINC, New York. SBS-407.

ITALY—Coke tinplates. Metalpower, (agent) Via Kramer 13, Milan WTD 9/5/63.

Stainless steel plates and sheets for resale. Lucco Acciai di Leonardo Lucco, (importer, wholesaler, retailer), Via Cantore 8r, Genoa.

Tinplate, cold rolled steel sheet. Ital Lamiere, Sp.A., (distributor), Vian Sannio 18/24, Milan. WTD 9/5/63.

MOROCCO—Shoe nails for hand and machine usage. S.T.A.G. (Société des Tanneries Grard), (tanner) Km. 5.400 Boulevard Moulay Ismail, Casablanca, WTD 5/13/63.

■ **PAKISTAN**—Prime electrolytic tinplate U/A—0.50 lb coating, b/wt. 100 lb. and 107 lb., size 20" x 30" and 18¾" x 28". Subject to GSA Defense Materials Services procedure. Import license No. 357736. $56,000. Quotation date October 28. Sh. Ghulam Ali & Sons, Prop: Ilmi Printing Press, 17 Hospital Rd., Lahore. Cable, KITABMAN, Lahore. Loan No. 391-H-066. U.S. source. SBC-411.

● Boiler, flue tubes, steel, solid-drawn, with trimmed ends, various sizes and quantities, approx. 15,726 tubes. Spec. p.r.s. #R-22-58 or b.s.s. #1678 as an alternative. Tender #PIL/42/63, bid deadline October 30. Drawings, specifications can be obtained on application only from The Chief Controller of Purchase, Pakistan Western Railway, Lahore.

M.S. billets, prime standard quality, with heat marks stamped on each piece and accompanied by works test certificate. length 18' or above, size 2, 2½, 3" sq. $70,350. C&f Karachi. S/A No. 236518. Chinab Engineering Works & Iron Foundry, Samundri Rd., Lyallpur, W. Cable address same.

■ Mild steel wire for concrete reinforcement, British gauges 9, 10, 11 & 12. 50% of license in gauge 12, other three sizes 9, 10, 11 G, 16 and 18%. Approx. $5,600.

■ Electrolytic tinplate, cold reduced, 0.75 and 0.50 tin coating, base wgts. 90, 96, 104, 107 lb., siezs 18¾" x 28, 28 x 23", 30 3/16" x 20⅛", 28 x 22 1/16". S/A No. 207680. United Vegetable Ghee Mills, P. O. Nishatabad, Lyallpur, W. Cable, ISMEAZAM, Lyallpur.

■ Beams 6" x 3⅜", 7" x ⅝"; g.p. sheets, 1.25 zinc coating, 30 g., cold rolled steel sheets, 26 & 28 gauge, 36 x 96; hot rolled steel sheets, ⅛", 48" x 96". Approx. $11,000. S/A No. 121011. Malik Abdul Karim Abdul Aziz, Railway Rd., Gujrat. Cable, MALIK ABDULKARIM ABDUL AZIZ.

■ Standard quality prime m.s. billets, 2 and 2½" sq. to sae-1020 in lengths of 18' or above, with heat mark die stamped and works test certificate. C&f Karachi. $51,000. S/A No. 355731. Lahore Steel Rolling Mills, Taj Rd., Badami Bagh, Lahore. Cable, AFCO, Lahore.

■ Open hearth, cold rolled, close annealed, steel sheets, pickled, oiled and deep drawing, satin finished, packed in single paper wrapped 6,000 lb., gross max. metal container on skids, 4" max., 16, 18, 20 usg x 36" x 72"/96", total 30 lt. Fas por of exit, relevant sea freight should be mentioned separately. S/A No. 237209. Regal Manufacturing Co., 130 Ferozepur Rd., Ichhra, Lahore, W.

■ Pig iron to analysis, si. 3.0/3.5%, mn. .5/.0%, ph. .6/.0%, su. .05% max., c. 3.0/4.0%. Prices c&f Karachi. To value of $6300. S/A No. 236613. Mughal Union Industries (Regd.), Daska (Distt. Sialkot). Cable: MUGHAL UNION INDUSTRIES.

All the above are for loan No. 391-H-066. U.S. source. Quotations desired by November 1. SBC-402.

■ Hot rolled mild steel black sheets, commercial quality, bare on skids, 4" in bundles not exceeding 6000 lb., 3' x 10', 16 bwg, 42 long tons, 18 bwg, 6 lt. fob, fas cost per ton and freight per lt. quoted separately. 100%

U.S. flag vessels. S/A No. 351066. Rahman Industries, 11-Ali Dina Ali Mohd Rd., Karachi. Cable, same.

■ M.S. black strips, hot rolled for manufacture of electrically welded conduit pipes; m.s. black strips to certain analysis, sizes 2 7/16", 2¼", 2 9/16" 3 1/16", 3", 4 5/8", 6 1/16", 16, 18, 20 gauges, total 320 tons. Fas U.S. port and c&f Karachi. S/A No. 351011. Hilal Industries, Water Course Rd. Karachi.

■ G.I. sheets, sizes 8' x 3' and 8' x 4', gauges 16 to 30 G, $23,520. S/A No. 231167. Karachi Export Import Co., Dunolly Rd., Karachi 2. Cable, KAREXICO.

The 3 above are for loan No. 391-H-066. U.S. source. Bid deadline October 29. SBC-397.

■ Foundry pig iron first grade, si. 3-3.5%, su. 0.05% max., phos. 0.40%, mn. about 1%, c. 3 to 4%, approx. 200 lt.; hot rolled m.s. sheets, commercial quality, ase 1010/1020 primes, various sizes, approx. 212 tons. S/A No. 207722. Thal Engineering Industries, Ltd., 26 McLeod Rd., Lahore.

■ Foundry pig iron, grade I, 125 lt.; electrical steel sheets, max. core loss, 1.3 watts per lb. at 10,000 g. 50 cycles, G26 x 96" x 36", 65 lt.; cold rolled steel sheets, oiled, wrapped in waterproof paper, secured on wooden skids, 96" x 36", 14, 16, 18, 20, 26, 28 & 30 bg, 65 lt.; hot roleld steel sheets, 96 x 48 or 96 x 36" bg 10, 12, 14, 16, 18, balance of dollar amount. Approx. dollar amount $10,500. S/A No. 246942. Pindi Iron & Electrical Industries, 5-C, Cantonment Market, Rawalpindi.

■ Prime electrolytic tinplate, 0.75 coating, temper 2½, size 18¾" x 28", base wgt. 107 lb., about 165 lb.; 20 x 30", 107 lb., about 35 tons; soft wire, commercial quality of 8 and 12 bwg, in coils of 1 cwt., about 5 tons. S/A No. 353703. General Metal Industries, Udhawdas Tarachand St., Lawrence Rd., Garden W., Karachi. Cable, CONTAINER, Karachi. Part shipment but no transshipment allowed. 100% U.S. flag vessel. Strong seaworthy packing.

■ Galvanized steel corrugated sheets, 1.25 oz. zinc coating, 10/3" corrugation, 5/8" deep, 32" wide, bg 24 & 26, approx. $2,100; galvanized steel plain sheets, 1.25 oz. coating, 30 bg, $2,100; galvanized steel pipe ½" to 3", $1,000. Total dollar amount $5,250. S/A No. 285783. A.B.M. Sayeed, 36, Dinanath Sen Rd., Dacca.

The 4 above are for loan No. 391-H-066. U.S. source. Bid deadline November 1. SBC-397.

■ Electrolytic tin plate, prime, 21" x 30", coating 0.25 and 0.50, base wgt. 100 lb., matte finish approx. 12 tons; electrolytic tin plate, 21" x 30", matte finish both sides, approx. 15 tons. IL No. 234363. Winkola, Ltd., 24 Nabha Rd., Lahore. Cable, SAKHAWAT, Lahore.

■ Pig iron, si. 3.0/3.5%, mn .5/1.0%, ph .6/1.0%, su .05% max, car 3.0/4.0%, c&f Karachi. Approx. $11,000. IL No. 233874. Teepu Industries, Samundri Rd., Lyallpur. Cable, TEEPU, Lyallpur.

Both the above for loan No. 391-H-066. U.S. source. Quotation deadline November 1. SBC-399.

■ Pig iron, si 2.0/2.5% or 2.5/3% or 2.75/3.75%, man .61/1.5%, ph .1/.2% or .6/.9%, su .05% max., 200 lt.; steel slabs, aisi C 1020, C 1030, C 1040 or C 1045, 7½" x 15", 8" x 16", 9" x 18", 100 lt. C&f Karachi. IL No. 223301. M. Mohammad Hussain & Sons, Badami Bagh, Lahore 6. Cable, TRUTH, Lahore.

■ Stainless steel wire mesh, top covers of 45/38 and 45/34 and 54/43 meshes, size 5' 9" x 23' 6" long; under covers of 5/5 mesh, 5' 9" x 23' 6" long; stainless steel stitching wire, 26 swg. IL No. 353692. Asbestos Cement Industries, Ltd., 203 Muhamadi House, McLeod Rd., P.O. box 5119, Karachi.

Both the above for loan No. 391-H-066. U.S. source. Quotation deadline November 1. SBC-399.

■ M. S. billets, SAE 1020, each heat marked with Works Test Certificate, sizes 2" x 2" and/or 2½" x 2½", lengths 18 ft. or up, with 10% shorts down to 10 ft. $68,250. FAS and C&F. Loan No. 391-H-066. S/A No. 336827. U.S. source. Quotation deadline November 1. Khairpur Industries Ltd., 211/5 Industrial Town, Khairpur Mirs. SBC-403.

■ Black plain iron sheets, HRCA/CRCA, 6' x 3' or 8' x 3', BG 14, 16, 24, 26, 28; galvanized plain iron sheets, 1.25 oz. zinc coating; M.S. plates, commercial quality, hot rolled, 8' x 4', thicknesses 1/8", 3/16", ¼", 3/8"; M.S. rounds, commercial quality, length 18/24', diameters 6" and 8". Approx. $6,900. Loan No. 391-H-066. S/A No. 288326. U.S. source. Quotation deadline November 1. State whether quotations are based on fas port of exit, c&f, or other basis; state specifications in terms of U.S. Standard. Sultania Iron & Steel Industries, 218 Industrial Area, Baizid Bostami Rd., Chittagong E. SBC-403.

■ Round bright nail wire, hard drawn, low carbon, industrial quality, C-1020, gauges 6 to 18, packed in coils of 112 lbs. or 80 kilos, or nearest packing, without any wrapping. $34,900. C&F Chittagong. Quotations per long ton. Loan No. 391-H-066. S/A No. 280052. U.S. source. Quotation deadline November 1. Haji Mohiuddin & Sons, 81 Moghaltully, Dacca, E. Cable: WIRENAIL, Dacca. SBC-403.

■ Bright nail wire, hard drawn, suitable for manufacturing nails, BWG 6, 8, 9, 10, 12, 13, 14, 15, approximately 5%, 5%, 10%, 20%, 30%, 20%, 5%, 5%, respectively. Approx. $22,000. Loan No. 391-H-066. S/A No. 279212. U.S. source. Quotation deadline November 1. National Wire Nail Factory, 25 Banshall Rd., Dacca, E. Cable: KOKABDURIN. SBC-403.

■ Pig iron, Si 2.75-3.00%, C 3.5-4.2%, Su 0.05%, Ph 0.10-0.30%, Mn 1.0-4.2%; M.S. sheets, commercial quality, gauges 12, 14, 16, 18, 24, 26, 30, sizes 3'-4' x 6'-8'; M.S. plate, CRCA, ½", 1", 1½", 2", 3'-4' x 6'-8'; M.S. structural angles 2½ x 2½ x ¼" up to 3 x 3 x ¼", joists 4" x 2 5/8" up to 10 x 4 5/8", tees ½" x ½" x ¼" up to 2" x 2" x ¼", window sections 4", channels 4" x 1 5/8", 2½" up to 6" x 3"; M.S. rounds above 3" diameter, M.S. wire, 6 BWG. Approx. $10,500. Loan No. 391-H-066. S/A No. 283848. U.S. source. Quotation deadline November 1. Crescent Foundry & Engineering Co. Ltd., Ishurdi, Pabna. Cable: CRESCENT FANDIT. SBC-403.

■ Bright steel nail wire, commercial quality; BWG 8, 9, 14, 15, each 10%; BWG 10, 13, each 15%; BWG 12, 30%; in coils of 1 cwt. Approx. $22,000. Loan No. 391-H-066. S/A No. 301165. U.S. source. Quotation deadline November 1. United Pakistan Industries, 337 Dewan Bazar, Chittagong. SBC-403.

■ Plain steel sheets, 24/30 gauge, 8 ft. x 3 ft., commercial quality, to ASTM-A.245-58T; galvanized plain sheets, 24-30 BG, 8 ft. x 3 ft., commercial quality, to ASTM-A93-58T; pig iron, foundry grade, to ASTM-A 4355T; black seamless pipes, ½" to 3", with British threads and sockets, to ASTM-A 120 and ASTM-A53; carbon steel plates, low and intermediate tensile strength, structural quality, 2" and under, to ASTM-A283-58. Approx. $11,500. Quotations fas and c&f Karachi. Loan No. 391-H-066. S/A No. 335088. U.S. source. Quotation deadline November 1. Bird & Co. (Pak) Ltd., Safe Deposit Chambers, McLeod Rd., Karachi. SBC-403.

■ Pig iron, foundry grade FL-23, to ASTM-A43-55T. $7,000. Loan No. 391-H-066. S/A No. 356363. Quotation deadline November 1. Lion Industries & Re-Rolling Mills, Near New Power House, Badami Bagh, Lahore. SBC-403.

■ M.S. sheets, CRCA, pickled and oiled, commercial quality, soft, to ASTM-A 366-58T, 8' x 3' or 2'-4' x 5'-10', BG 12, 14, 16, 18, 20, 22, 24, approx. $22,470. Galvanized iron wire, soft, bright, commercial quality, to Standard American specification, in bare catchweight coils of approximately 125/150 lbs., BG 6, 8, 10, 12, $1.680-$2,100. C&f Karachi, per long ton. U.S. flag vessels. Loan No. 391-H-066. S/A No. 353045. U.S. source. Quotation deadline November 1. Rehman Hardware Industries, 160/4 Marriot Rd., Karachi 2. SBC-403.

■ M.S. billets, prime standard quality, to SAE 1020/1025, heat marks die stamped on each piece and accompanied by Works Test Certificate, length 18 ft. or above, 2", 2½" and 3" square. $13,650. c&f Karachi. Loan No. 391-H-066. S/A No. 355693. U.S. source. Quotation deadline November 1. Khair Steel Re-Rolling Mills, Shadipur, Baghbanpura, Lahore. Cable: same. SBC-403.

■ Machine cast foundry pig iron, approx. Si 2.76/3.25%, Su .05% max., Ph .4/.6%, Mg 1/1.25%, Ca 3.7/3.9%; and/or, machine cast malleable pig iron, approx. Si 2.76/3%, Su .05% max., Ph .2% max., Mg 1/1.25%, Ca 3.8/3.9%. $20,800. fas port of exit, c&f, or other basis. Loan No. 391-H-066. S/A No. 254910. U.S. source. Quotation deadline November 1. Modern Engineering Corp., D/78 S.I.T.E., Estate Ave., Karachi. SBC-403.

■ Spoke wire, bright drawn after galvanized, 15 BWG, tensile strength 155,000/180,000 lb. per square inch, coils wrapped in double oil paper, winding of the coils to be without twisting, wire to have uniform curve one direction, tolerance plus/minus 0.001", approx. 35 tons. Freecutting steel bars and rods, 5/16" diameter, approx. 2 tons; 3/8" diameter, 3 tons; 11/16", 3 tons; hexagon 0.525" A/F, 1 ton. Loan No. 391-H-066. U.S. source. S/A No. 352840. Quotation deadline November 1. National Cycle Industries, Fakir Mohd. Durra Khan Rd., Usmanabad, Karachi 3. SBC-403.

■ Galvanized plain sheets, gauges 24, 25, 28, 30. Approx. $11,700. Loan No. 391-H-066. S/A No. 358833. U.S. source. Quotation deadline November 1. Umar Metal Works 383, Circular Rd., Lahore. Cable: HAMMERS, Lahore. SBC-403.

■ M.S. billets, standard quality, prime, lengths 18 ft. or above, heat marks die stamped, accompanied by Works Test Certificate, 2" x 2", 2½" x 2½", 3" x 3", 3½" x 3½". Approx. $12,200. Loan No. 391-H-066. S/A No. 248671. U.S. source. Quotation deadline November 1. Pakistan Steel Re-Rolling Mills, Badami Bagh. Cable: PAKSTEEL, Lahore. SBC-403.

■ Pig iron, C 3.5/4.2%, Si 2.76/3%, Mn .90/1%, Su .04% max., Ph .4% max.; or, C 3¼%, Si 3/3.4%, Mn .5/1%, Su .05% max., Ph .6/1%. Approx. $10,500. Quotation fas, ocean freight mentioned separately. Loan No. 391-H-066. S/A No. 355864. U.S. source. Quotation deadline November 1. M. Abdul Majid & Sons, 13 Dil Mohammad Rd., Lahore. Cable: MATCHLESS. SBC-403.

■ M.S. billets, standard quality, prime, length 18 ft. or above, heat marks die stamped, accompanied by Works Test Certificate, Part 1/5, 2" x 2" and 2½" x 2½". Approx. $58,000. Loan No. 391-H-066. S/A No. 237470. U.S.

source. Quotation deadline November 1. The Punjab Steel Rolling Mills, Misri Shah, Lahore. Cable: STEELROLL. SBC-403.

■ Pig iron, approx. analysis Si 3/3.5%, Man .5/1%, Ph .6/1%, Su .05% max, C 3/4%. Approx. $15,000. c&f Karachi. Loan No. 391-H-066, S/A No. 356778. U.S. source. Quotation deadline November 1. Imperial Foundry and Workshop, 82 Railway Rd., Lahore. Cable: FOUNDRY, Lahore. SBC-403.

■ Prime electrolytic tinplate, unassorted, seconds not to exceed 10%, 0.75 lb. coating, 30.6 gauge, 100 lb. substance; sizes 27⅝" x 22¾" and 30¾" x 23¼" in ratio of 2:1 respectively by number of sheets. $44,100. c&f Karachi. Loan No. 391-H-066. S/A No. 235668. U.S. source. Quotation deadline November 1. Lever Brothers Pakistan Ltd., Rock Court, Victoria Rd., Karachi. SBC-403.

■ Pig iron, approx. Si 3/3.5% Mn .5/1%, Ph .6/1%, Su .05% max., C3/4%. $7,700. C&F Karachi. IL No. 358323. M. Badar-ud-Din & Co., 86 Railway Rd., Lahore. Cable: BADARCO, Lahore.

■ Pig iron, Si 2.5/3%, Mn .5/.6%, Ph 3/.4%, Su .05% max., C 3/3.8%. $5,250. IL No. 232551, The Crescent & Star Industrial Co. Ltd., G.T. Road, Gujranwala. Cable: CRESCENT, Gujranwala.

Both the above for Loan No. 391-H-066. U.S. source. Quotation deadline November 1. SBC-404.

■ G.I. sheets, 8' x 3', BG 24, 30; H.R. sheets, 8' x 4', BG 10; C.R. steel sheets, 8' x 3', BG 20, 26. $6,000. IL No. 207786. Caravan Engineering Works (Regd), Katchery Rd., Okara. Cable: CARAVAN, Okara.

■ Stainless steel sheets, type 304, B-2 finish, any standard size, USG 20, 22, 24, 25, 26; stainless steel wire, AWG 8, 10, 12, 14; stainless steel tubes, O/S dia. ⅝", ¾", 1", 1¼", 1½", wall thickness BG 16 and 18; galvanized plain steel sheets, commercial coating 1.25 oz./sq. ft., 96" x 36", BG 24, 26, 28; spring wire, in coils, AWG 6, 8, 10, 12; electric welded bright steel tubes, round and square, 1", 1¼", 1½", BG 16; cold rolled steel sheets, oiled, wrapped in water proof, further secured by wooden skids, 96" x 36", BG 16, 18, 20, 24, 26, 28. $5,500. IL No. 206118. Allibhoy Vallijee and Sons, Alvi Works, Multan, Cantt., W.

Both the above for Loan No. 391-H-066. U.S. source. Quotation deadline November 1. SBC-404.

■ M.S. billets, prime, to SAE 1020, lengths 18 ft. and above, each to be die stamped with heat mark, invoice accompanied by Mills Test Certificate, sizes 2" x 2", 2½" x 2½", 3" x 3". Approx. $135,400. IL No. 302356. Malik Re-Rolling Mills Ltd., 193/194, Industrial Area, Chittagong. Cable: HAZARCO, Chittagong, East Pakistan.

■ M.S. billets, 2, 2¼, 2½, 2¾, 3, and 3¼ inches in standard lengths with maximum 10% shorts down to 2½ meters, to SAE 1020 04 1025, each stamped/marked with respective heat number, certificate to accompany invoice and show heat number of billets with respective chemical composition. $135,400. IL No. 153166. Sultan Mowjee Steel Industries Ltd., Dost Bldg., Chittagong. Cable: CASTINGS.

■ M.S. bright nail wire, hard drawn, suitable for manufacturing nails, in unwrapped coils, BWG 8 to 15, assorted sizes. $22,000. IL No. 275177. M/s Meraj Enterprisers, 31 Ghatfarhadbeg Rd., Chittagong. Cable: BIRI.

The 3 above for Loan No. 391-H-066. U.S. source. Quotation deadline October 30. SBC-404.

■ Steel wire and wire rod for chain making industry, 8 to 30 BG, ¼", ⅜", 5/16", 5/32", 3/16". $6,300. IL No. 281882.

■ Nail wire, 6 to 30 BG, assorted sizes. $51,300. IL No. 266798.

■ M.S. sheet, 14 to 20 BG, 4' x 8' and 6' x 3'. $8,800. IL No. 278963.

The 3 above for Loan No. 391-H-066. U.S. source. Quotation deadline October 30. Bengal Iron and Steel Industries Ltd., 21 Jinnah Ave., Dacca. Cable: BOMB, Chittagong, Dacca. SBC-404.

■ Pig iron, foundry quality, Ca 3.5-4.2%, Si 2.75-3.25%, Man .6-1%, Ph .5% max., Su .05%, approx. 25 tons; electrolytic tinplate, base weight 90/107 lb., coating 0.25 lb., 18 x 24 and larger, assorted to size and gauge, approx. 55 tons. Loan No. 391-H-066. IL No. 235100. U.S. source. Quotation deadline November 1. Janda Engineering Co., Ltd., Mahmood Booti-Baghbanpura, Lahore. SBC-404.

■ Silicon electrical steel sheets, not pickled, insulated, max. core loss, 2.63 watts/Kg. at B and 50 cycles, 60 tons; G.I. sheets, 8' x 3' x 23 AWG, 5 tons; carbon steel bars, 60% Grade SAE/1065, ½", 1 ton, ⅝", 4 tons, 13/16", 2 tons. Non-magnetic stainless steel bars Type AISI-302; magnetic stainless steel bars, Type AISI-410/430, 1" to 3", 1200 Rft.; stainless steel tube, AISA-304 or 321. Inner dia. 1¼", 19/32", outer dia. 1½, 17/16, 27/32", 9,000 Rft.; oil hardening non-shrinking dia. steel plates, various sizes, total 750 lb.; precision ground bars SAE-1085, 5/16 and ⅜", 100 lb. each; high speed steel 22" Tungsten, ¾", $1,100; high speed steel 18% Tungsten, same amount and size; M.S. bright sheets, 6' x 3' approx., 14, 16, 19 Awg, total 9 tons. Import License No. 236609. Loan No. 391-H-066. U.S. Source. Messrs. Anwar Industries Ltd., G.T. Road, Gujranwala, Lahore, 67615 (Mr. W.D. Malik) Gujranwala, 2376 (S.Z. Inman Zaidi). Cable: BIBCOCK, Gujranwala. SBC-408.

■ USS double dipped coppered hard drawn steel wire, 232000/266000 PSI max., suitable for manufacturing sofa springs, gauges 8 to 14. $21,000. Shipment must be made on 100% U.S. Flag vessel. Import License No. 353820. Loan No. 391-H-066. Quotations desired by November 8. Punjab Furniture House, Bohri Bazar, Saddar, Karachi. SBC-410.

■ Mild steel plates, 5' x 10', ½", ¾", ¼", ⅜"; mild steel sheets, cold rolled, close annealed, drawing quality, 8' x 14' x 16G; bright steel bars, round, ⅝", ⅞", 2½", 3", 4", 6"; mild steel seamless pipes, I.D. 1½" x 1¾" inside polished; mild steel seamless pipes, O.D. ¾" x 20, 24 gauge; O.D. ½" x 24G; O.D. 1" x 20, 24 gauge; O.D. 1¼" x 20G. Alloy steel, 30% silicon sheet, 30G x 2' x 2' min. High speed tool steel, 20% tungsten and 10% cobalt, ¾" x ⅜", 1" x ½", 1¼" x ¾", ½" x ½", ⅜" x ⅜"; round 1", 1½", 2½", 3". Carbon steel plates, first quality, 0.1% carbon, 1" thick, standard size; carbon rods, 1% carbon, ¾", 1", 1¼", 1½", 2", 2½", 3", 4", 5"; stainless steel sheets, 16G x 24G, 2' x 2' min.; pipes, stainless steel, 20G x ½", 3/16", ¾" O.D.; spring wire, 12G, 20G, 18G. $40,000. c&f Karachi. S/A No. 332837. Loan No. 391-H-066. U.S. source. Bid deadline October 31. Jaffer Ibrahim & Co., B/22, S.I.T.E., Manghopir Rd., Karachi 16. SBC-406.

■ Mild steel billets, to SAE 1020 or 1025, lengths of 18 ft. or above, heat mark die stamped on each piece, accompanied by works test certificate, 2" x 2", 2½" x 2½", 3" x 3", 4" x 4". $95,500. c&f Karachi with indication of ocean freight. S/A No. 179594. The Rajput Metal Works, Ltd., G.T. Rd., Gujranwala, W. Cable: RAJPUT.

■ M.S. sheets and plates, 8' x 4' and 10' x 5', ⅛".½" thick, suitable for rolling and welding of pipes. 20 Tons. S/A No. 235720. Orient Technical Works, 35 Ferozepur Rd., Lahore. Cable: PAKTECH.

■ Bright nail wire; 9 gauge, approx. $1,500; 10 gauge, approx. $2,300; 12 gauge, $1,500; 14 gauge, $1,000. S/A No. 197576. Said Ice & Cold Storage Factory, Model Town, Bahawalpur. Cable: MOHSAID, SAIDMANZIL, Bahawalpur, West Pakistan.

The 3 above for Loan No. 391-H-066. U.S. source. Bid deadline October 28. SBC-406.

■ Silico Manganese spring steel leaves, tempered hardened and curved, round edge. width 3" x ⅜" x 72", 2½ x ½" x 70", 2½" x ⅜" x 59", 1½" x ¼" x 60". $8,000. Import License No. 223144. Loan No. 391-H-066. U.S. source. Quotation date October 29. National Spring Manufacturing Co., Baghbanpura, G.T. Rd., Lahore, West. Cable: MAZBOOT, Lahore. SBC-410.

■ Electrical steel sheets and mild steel sheets; 92" x 34½" x 0.185, 35 tons; 81" x 27" x 0.0185, 40 tons; 92" x 34½" x 1/32", 2½ tons; 81" x 27" x 1/32", ½ ton; USS M-43 cold rolled fully processed, maximum core loss 2.18 watts per kilo at 50 cycles and 10,000 B core plate No. 1, in metal packages approximately but not exceeding 6,300 pounds gross, wrapped with waterproof paper.

M.S. hex squares, bright bars and other shapes; shaftings 3" diameter, 5.25 tons; 2¾" diameter, 4.25 tons; 2¼", 2.5 tons; 2" dia., 2 tons; 4" dia., 1 ton; shaftings to be USS Amercut, bright, cold finished, to C-1038, oiled, packed in export metal containers not exceeding 4,480 lbs. gross each. Bright bars and other shapes, ASTM.A108. 61.P Grade 1030; 5/16 diameter, 680 lbs.; ¼" dia., 500 lbs.; ¼" dia. x ⅜", 1320 lbs.; ⅛" x ¼", 700 lbs.; 7/16" x 5/8", 500 lbs.; 5/16" x ½", 400 lbs.; 5/16" x 7/16", 500 lbs.; ¼" x ⅜", 300 lbs.

Loan No. 391-H-066. U.S. source. S/A No. 355604. Bid deadline October 28. c&f Karachi. Brush-Rahman Ltd., Attar Sing Building, P.O. Box 746, The Mall, Lahore. SBC-406.

■ Cold rolled close annealed pickled, all bright finish sheets, 14 to 20 gauge; M.S. wire 4 to 12 gauges; cold rolled close annealed, pickled and oiled bright finish sheet cuttings, 6" and wider, 24 and longer, 10 to 22 gauges; M.S. wire cuttings 4 to 12 gauges. Approximately $5,700. IL#353668. Quotation date November 1. Akmal Engineering Works, Katchi Gali No. 3, Marriot Rd., Karachi.

■ G.P. sheets, size 70" x 38", 18 B.G., 6.8 lt.; 50¼ x 25¼, 18 BG, 3.2 lt.; 51⅛" x 28", 24 B.G., 19 lt.; 37" x 18½", 24 BG, 9 lt. Quotation to accompany Proforma Invoice in triplicate. Similar set must be endorsed to Mills at Nowshera. $8,000. Import License No. 338235. Quotation date November 8. Messrs. Adamjee Chemical Works, Nowshera, c/o Adamjee Industries Ltd., Chemical Division, McLeod Rd., Karachi. Cable: ADAMJEES, KARACHI.

Both the above are for Loan No. 391-H-066. U.S. source. SBC-409.

■ Hot rolled M.S. strips, slit edge/mill edge, suitable for manufacturing conduit pipe, in catch weight unprotected coils, various sizes, approx. 190 l.t.; hot rolled M.S. black sheets, Thomas Commercial quality, 16, 18 B.W.G., 3' x 8', 20 l.t.; hot rolled M.S. black sheets, cold rolled, close annealed, polished and oiled, packed in protected bundles, 24 B.W.G., 3' x 8', 15 l.t. Mills certificate on quality and tolerance necessary. Freight based on confer-

ence and non-conference lines rates. Performance guarantee required. Lot required in 3-part-shipments. Import License No. 349956. Loan No. 391-H-066. U.S. source. Quotations desired by November 3. Premier Machinery Works, Ireland Rd., Off Lawrence Rd., Karachi 1. SBC-409.

■ **TURKEY**—Hot dipped tin plate, waste waste, 20 x 28″ and larger, 100/107 lb. and lighter, fully assorted as to size and base wgt., in original mill metal export containers; electrolytic tinplate cobbles in original mill metal export containers, suppliers requested to name the originating mill. Approx. $6,100. C&F. S/A No. 002043. A. Ucer and Co., (Kol. Sti.), Findikli Han, Findikli, Istanbul.

■ Electrolytic tinplate cobbles, 107 lb. base wgt. and lighter, excluding temper 6, min. 0.25 tin coating, in original untouched mill export metal containers, full paper-lined. Approx. $20,000. S/A No. 2019. Demirel Kollektif Sirketi, Esat Demirel ve Ortaklari, Posta Kutusu 386, Galata, Istanbul.

■ Electrolytic tinplate, waste waste, assorted to one size and one gauge per skid, bright finish, soft temper, all size 20 x 28″ and larger, max. three sizes, base wgt. 70/107 lb., in completely wrapped containers for export. S/A No. 002036. Ismail Tuzmen, Galata, Balikpaza-ri, Kardesim Sokak No. 35, Istanbul.

The 3 above U.S. source. Quotation deadline October 28. SBC-401.

■ Electrolytic tinplate waste waste, reverse gold lacquered, 60/90 lb. base wgt., assorted to size and gauge, 20″ x 28″ and larger, soft commercial temper. Approx. 150 tons. C&f. S/A No. 379.

■ Electrolytic tinplate waste waste, assorted to size and gauge, 107 lb. base wgt. and lighter, 20″ x 28″ and larger, bright, soft commercial temper, approx. 200 tons; coke tinplate waste waste, assorted to size and gauge, 90/107 lb. base wgt., 18″ x 24″ and larger, approx. 125 tons. C&f. S/A No. 374.

Both the above U.S. source. Quotation deadline October 28. Sadettin Tezcan, 905 Sokak No. 5, Izmir. SBC-401.

■ Electrolytic tinplate, 0.50 lb. coating, prime quality, unassorted, bright, 107 lb. base wgt., in multiple packages, metal containers of approx. 2,000 lb. net each, paper lined, on solid platform, with two 2½″ runners; 14″ x 18⅝″, 1600 packages, 124 sheets each; 18⅝″ x 28″, 1,600 packages, 112 sheets each; 20″ x 30″, 1041 packages, 112 sheets each. Approx. $65,000. S/A No. 002024. Mobil Oil Turk A.S., Pegasus Evi. Harbiye, P.K. 660, Istanbul. Cable, MOBILOIL, Istanbul.

■ U/A hot dipped tinplate, 1.25 coating, soft tempers, 18¾ x 28 and 20 x 30, 107 lb.; electrolytic tinplate waste waste, assorted to size and base wgt., 18 x 24 and larger, 80/107 lb.; electrolytic tinplate cobbles, not assorted to size and base wgt., 10 x 10 and/or 18 x 24 and larger, 80/107 lb. base wgt. Original mill export packing. Cif. S/A No. 002045. Approx. $9,000. Hayim Sadaka, Sehitmuhtar Cad. 17/6 Taksim, Istanbul.

Both the above U.S. source. Quotation deadline October 28. SBC-401.

■ Electrolytic tinplate, waste waste, assorted to size and gauge, 18″ x 24″ and larger, 107 lb. and lighter; hot dipped tinplate, waste waste, assorted to size and base wgt.; 18 x 24 and larger, 80/107 lb. base wgt.; unassorted hot dipped tinplate, 1.25 coating, 20″ x 28″, 100 lb., 18¾ x 28—20 x 30, 107 lb. Approx. $10,000. Cif. S/A No. 002021.

■ Electrolytic tinplate, waste waste, assorted to size and gauge, 18″ x 24″ and larger, 107 lb. and lighter; hot dipped tinplate, waste waste, assorted to size and base wgt., 18 x 24 and larger, 80/107 base; hot dipped tinplate, unassorted, 1.25 coating, 20″ x 28″, 100 lb., 18¾″ x 28″—20″ x 30″, 107 lb. Approx. $10,000. Cif. S/A No. 002016.

Both the above U.S. source. Quotation deadline October 30. Melkon Kurkciyan, Tahta Kale Hasircilar, Cad. No. 95, Istanbul. SBC-401.

■ Electrolytic tinplate, 0.50 lb. coating, prime quality, unassorted, bright, 107 lb. base wgt., in multiple packages, metal containers of approx. 2000 lb. net each, paper lined, on solid platform, with two 2½″ runners; 14″ x 18⅝″, 1735 pkg., 124 sheets each; 18⅝″ x 28″, 1600 pkg., 112 sheets; 20″ x 30″, 800 pkg., 112 sheets; 10″ x 20″, 400 pkg., 225 sheets each. Approx. $65,000. S/A No. 002028. Mobil Oil Turk A.S., Pegasis Evi, Harbiye-P.K. 660, Istanbul. Cable, MOBILOIL, Istanbul.

■ Electrolytic tinplate waste waste, coating 0.25 lb., bright, soft, assorted to one size and gauge per skid, base wgt. 80/100 lb., in original mill packing, 18″ x 24″ and larger. Approx. $5,000. C&f. S/A No. 002032. Huseyin Alp Yalgin, Fermeneciler Kardesim, Sokak Bereket, Han No. 22, Galata, Istanbul.

Both the above U.S. source. Quotation deadline October 30. SBC-401.

■ Electrolytic tinplate, 108 lb. substance, 0.50 lb., prime, 18⅞″ x 28 1/16″ and 20⅛″ x 10 1/16″, packed in one-ton export bulks each containing 10 units of 112 sheets size 18⅞″ x 28 1/16″ and 15 units of 225 sheets 20⅛″ x 10 1/16″. Approx. $130,000. S/A 201350. Quotations should indicate fob/c&f/cif price per unit. The Shell Co. of Turkey, Ltd., Cumhuriyet Caddesi Dogu Palas, Taksim, Istanbul.

■ Stainless steel sheets, aisi 304, cold rolled, finish 2B, 1000 x 2000 mm., thickness 0.50, 0.60, 1.0, 1.5 mm., 500 kilos each, thickness 2.0 mm., 2000 kilos. Stainless steel sheets, aisi 304, cold rolled, finish 2B, 48″ x 120″, thickness 0.80 mm., 1000 kilos. Stainless steel sheets, aisi 430, cold rolled, finish 2B, for the manufacture of table forks, knives and spoons, size 1000 x 2000 mm., thickness 1.8 mm., 1000 kilos, 2.0 mm., 2000 kilos. Approx. $6,500. Cif. S/A No. 002025. Turkhansa Muessesesi Dr. Karl Frank, Istanbul, Galata, Persembe Pazari, Aslan Han 6/2. Cable, TURKHANSA, Istanbul.

Both the above U.S. source. Quotation deadline November 2. SBC-401.

■ Electrolytic tinplate, waste waste, unassorted, 0.25 lb. coating or better, soft temper, all bright material, 18″ x 24″ and larger, base weights 110/112 lb., packed in multiple packages, fully paperlined metal containers of approximately 2,000 lb. each. Approx. $5,000. cif S/A No. 002108. Kolmaz Ticaret Evi, Hrant Canbeden, Fermeneciler cad. No. 100 Galata, Istanbul.

■ Electrolytic tinplate cobbles, mill packing, 107 lb. base weight and lighter, 18″ x 24″ and larger, unassorted, bright finish. Approx. $9,800. S/A No. 660. Titan Ticaret Koll. Sti., Guzel Izmir Han No. 103, Yagkapani, Galata, Istanbul. Cable: TIGOLD, Istanbul.

Both the above U.S. source. Quotation deadline November 2. SBC-401.

■ Electrolytic tinplate waste waste, assorted to gauge and size, bright, soft tempers only, base wgt. 80/107 lb., 20″ x 28″ and larger, in metal covered export skids, approx. 2,000/3,000 lb. each. Approx. $5,000. Cif. S/A No. 002026. Quotation deadline October 30. U.S. source. Lufti Ozguven Tahtakale Balkapan, Sokak No. 9, Istanbul.

■ U/A prime coke or electrolytic tinplat 100-107 lb. base wgt., sizes 18¾″ x 28″, 70% 20″ x 30″ or 20″ x 28″, 30%; or, electrolyti tinplate, waste waste, assorted to size and bas wgt., 18″ x 24″ and larger, preferably 20″ 28″ and larger, base wgt. 90/107 lb.; or electrolytic cobbles; or, coke tinplate, waste waste, base wgt. 100/107 lb., 20″ x 28″ and/or larger. Approx. $8,000. S/A No. 2034. U.S. source. Quotation deadline November 2. Rafael Filosof ve Ort. Koll. Sti., Tahtakale, Prevuayans Han 5, Istanbul. SBC-401.

■ Electrolytic tinplate, waste waste, bright, soft temper, assorted to one size and gauge per skid, 0.25 tin coating and better, 18¾″ x 28″ and larger, without holes or spots, base wgt. 40% 75/100 lb., 60% 100/107 lb.; or 70% coke tinplate, standard U/A, coating 1.25 lb., base wgt. 107 lb., 18¾″ x 28″, 30% same but 20″ x 30″; or coke tinplate, waste waste, tin coating 1.25 lb., 18¾″ x 28″ and larger, soft temper, assorted to one size and gauge per skid, base wgt. 100-107 lb., without holes, spots. Approx. $10,000. C&f. S/A No. 2312/073475. Samin Tabak, Sehit Fethi Bey Cadd. No. 6, Ismir.

■ Coke tinplate, waste waste, bright finish, soft temper, 1.25 tin coating, base wgt. 100/107 lb., 20″ x 28″ and larger, fully assorted to size and base wgt., in original mill export packing. Approx. $8,700. Cif Istanbul. S/A No. 002047/201364. Sabetay Rozales, Hasircilar Cad. 69, Istanbul.

Both the above U.S. source. Quotation deadline October 30. SBC-401.

■ Electrolytic tinplate waste waste, 0.25 lb. tin coating and better, assorted as to size and gauge, 20″ x 28″ and larger, 100/107 lb. base wgt. only, soft commercial temper mrt-3, all bright, approx. 80 tons; and/or coke tinplate, waste waste, fully assorted to size and gauge, 90/107 lb. base wgt., 20″ x 28″ and larger, approx. 50 tons. S/A No. 375.

■ Electrolytic tinplate, waste waste misprints, reverse side gold lacquered, assorted as to size and gauge, 20″ and larger, 107 lb. and lighter, approx. 35 tons. S/A No. 378.

Both the above U.S. source. Quotation deadline October 30. Yako Sauloglu Aleksandr ve Kardesleri, 895 Sokak No. 7/A, Izmir. SBC-401.

■ Electrolytic tinplate culls, best grade, bright, commercial temper except temper 6, approx. equal to waste waste, unassorted, 107 lb. and lighter, 18″ x 24″ and larger, 0.25 coating or better, in original unopened mill packing, 70%-80% assorted to size and gauge even though sold as unassorted; electrolytic tinplate waste waste, bright, commercial temper except temper 6, 0.25 coating or better, assorted to size and gauge, 107 lb. and lighter, 18″ x 24″ and larger, in original unopened mill packing. Approx. $10,000. Cif. S/A No. 2041. Eliya Sevi, Yesildirek, Mollatas Han 10, Istanbul. Cable, SEVAZIZ, Istanbul.

■ Electrolytic tinplate waste waste, bright finish, soft temper, assorted to size and gauge, 80/107 lb. base wgt. and lighter, and 79 lb. base wgt. and lighter, in original mill export packing. Approx. 100,000 lb. net. S/A No. 002018. Hirdavatis Isak Kohen, Bankalar Caddesi, Banka Sokak, Yarman han N. 20, Galata, Istanbul.

Both the above U.S. source. Quotation deadline October 28. SBC-401.

■ Sanitary gold lacquered tinplate, one side or both sides gold lacquered specially in lithographing plant, for canning tomatoes, fish, beans; all bright, original mill packed, soft temper only, assorted to size and base wgt.,

sizes 20" x 28" and larger; base wgt. 85/90 lb. sanitary lacquered one side, 95/100 lb. both sides. Gold lacquered sanitary electrolytic tinplate circles, assorted to size, 5⅛" dia., base wgt. 95/100 lb. only, all bright, all one side or both sides sanitary gold lacquered, for canning vegetables, tomatoes. Approx. $15,000. Cif Istanbul. S/A No. 002017. Kepez Meyve Sebze Istihsal ve Konservecilik T.A.S., Bahcekapi, Agopyan Han 13, Istanbul.

■ Unassorted electrolytic tinplate, 0.50 lb. coating, 20 x 28, 107 lb. Approx. $5,000. S/A No. 002022. Bati Ticaret ve Sanayi Ltd., S., Sirkeci, Meydancik, Banka Han 16, Istanbul.

Both the above U.S. source. Quotation deadline October 28. SBC 401.

■ Electrolytic tinplate culls, best grade, bright, commercial temper, except temper 6, approx. equal to electrolytic tinplate waste waste, unassorted, 107 lb. and lighter, 18" x 24" and larger, 0.25 coating or better, in original unopened mill packing, 70%-80% to be assorted to size and gauge even though sold as unassorted. Electrolytic tinplate waste waste, bright, commercial temper except temper 6, 0.25 coating or better, assorted to size and gauge, 107 lb. and lighter, 18" x 24" and larger; in original unopened mill packing, also same quality in warehouse packing. Approx. $10,000. Cif. S/A No. 2038. Aziz Gureli ve Eliya Sevi Koll. Sti. Yesildirek, Lollatas Han 10, Istanbul. Cable, SEVAZIZ, Istanbul.

■ Electrolytic tinplate, 0.25 coating, 100 libre 3 temper, 21" x 30" and larger. Approx. $15,000. S/A No. 2029. Turk Ambalaj Sanayii A.S., Tophane-Salipazari Dursun, Han Kat 6, Istanbul.

Both the above U.S. source. Quotation deadline October 28. SBC-401.

332 Iron and Steel Foundries

HONG KONG—Cuttings of galvanized iron sheets. Hop Wo Metal Company (wholesaler, retailer), 636 Shanghai St., Kowloon, Hong Kong. WTD 9/13/63.

ITALY—Electrolytic tinplate (waste waste, wasters, Prime U/A), Blackplate (Rejects). Metalpower (agent). Via Kramer 13, Milan. WTD 9/5/63.

Galvanized steel sheets. Metalpower (agent). Via A. Kramer 13, Milan. WTD 9/5/63.

333 Primary Smelting, Refining of Nonferrous Metals

■ **INDIA**—Seamless, drawn, nickel-copper alloy (monel metal) tubes with plain, sq. cut ends, full length annealed, to astm spec. B-163-61 T., 1" od x 12 bwg, 33 ft. 2 in. long, 70 pcs.; same but 34 ft. 2" long, 70 pcs.; same 35' 1" long, 60 pcs.; 36' long, 40 pcs. Tubes to be suitably marked and packed for export, subject to inspection. 200 pcs. same tubes but size 1" od x 14 swg, min. wall thickness x 16 ft. lengths. Packed in strong wooden cases and secured with steel bands. Import license No. A969162. Ref. No. 51(93)/63-082-AID.III. Loan No. 386-H-082. U.S. source. Quotations desired by November 5. Burmah-Shell Refineries, Ltd., P.B. No. 1725, Bombay 1-BR. Cable, BESREFIN, Bombay. Fob price, Freight wpa plus all risks and war risk insurance. Bids and inquiries to be sent to M/s Asiatic Petroleum Corp., One Rockefeller Plaza, New York, N.Y. Shipment as early as possible. 60% U.S. flag vessel, 40% Indian flag vessel. SBC-400.

ITALY—Refined zinc dust for varnishes. Imper, di Ing. A. Schieroni & Figli (importer, exporter, wholesaler, manufacturer), Via Lanzo 131, Torino. WTD 4/4/63.

■ **PAKISTAN**—Zinc dust, suitable for the manufacture of sodium hydrosulphite 96-98% metal content. Import license No. 358750. Loan No. 391-H-066. U.S. source. Quotation date October 28. Asiatic Chemical Industries, Ltd., Marriot Rd., Karachi. Cable, CHEMIHOUSE, Karachi. SBC-411.

■ **PAKISTAN**—Copper ingots, 99% purity; copper strips, electrolytic, 9/32" x ⅛", bare hard drawn; aluminum sheets, half hard, 16, 17, 20 SWG, 8 ft. x 4 ft. $6,300. Loan No. 391-H-066. U.S. source. IL No. 220694. Quotation deadline November 1. Supreme Electrical Industries Ltd., Czernin Palace, Bank Square, The Mall, Lahore. SBC-404.

■ **TURKEY**—Tin ingots, 99.90% purity. Approx. $84,000. Sukru Kahvecioglu, Eminonu, Hasircilar Comert Turk, Sokak No. 17, Istanbul.

■ Tin ingots, 99.90% purity. Approx. $50,000. S/A No. 001874. Salom Azerbad Sultanhamam Balci han 13, Istanbul.

■ Tin straights, 99.90% purity, in slabs of about 100 lb. Approx. $13,000. Ustun Ticarethanesi Sadi Ustun, Cakmakcilar Buyuk Yeni Han No. 39, Istanbul. Cable SADUST, Istanbul.

All the above U.S. source. Quotation deadline October 28. SBC-401.

■ Refined tin straights, 99.90% purity. Approx. $15,000. S/A No. 9/072393. Ibrahim Ozseckin, 901 Sokak No. 27, Izmir. Cable, SECKIN, Izmir.

■ Refined tin, one lot, purity 99.90%, in ingots of about 45 kilos. Approx. $20,000. S/A No. 001875. Ataullah Basademir, Tahtakale, Balkapan Han 16, Istanbul. Cable quotations acceptable.

■ Refined tin straights, 99.90% purity. Approx. $5,000. S/A No. 1864. Binyamin Avayu Ogullari Liya Avayu ve Kardesi, Kom. Sti. Asir Ef. Han No. 2, Istanbul.

All the above U.S. source. Quotation deadline October 30. SBC-401.

■ Aluminum ingots of 30 lb., min. 99.5% purity. Approx. $5,500. S/A No. 001865. Quotation deadline October 28. U.S. source. Fen Is Sanayi ve Ticaret Adi Komandit Sirketi Yenikariye, Fabrika Yolu Fabrika Ici No. 35, Bostancl, Istanbul.

■ Aluminum ingots each about 30 lb., min. 99.5% purity. Approx. $7,000. Cif. S/A No. 001866. Quotation deadline October 30. U.S. source. Hayim Sadaka, Sehitmuhtar Cad. 17/6, Taksim, Istanbul. SBC-401.

335 Rolling, Drawing and Extruding Nonferrous Metals

HONG KONG—Aluminum foil for tablets or capsules in strips; requests replies from manufacturers. Talbot Laboratories Ltd. (importer, exporter, manufacturer), 35 Ho Man Tin St., Kowloon. WTD 9/9/63.

● **IRAQ**—Copper wire, hard drawn stranded for overhead lines, 10 mt. of 7/.116, 5 mt. of 7/.136, 3 mt. of 3/.104 and 2 mt. of single wire of s.w.g. No. 8, plus electrical distribution accessories. Tender No. 96/63, bid deadline November 3. Director General, Iraqi Ports Administration, Basra.★ (Telephone: 202-WOrth 7-2162).

■ **PAKISTAN**—Phosphor bronze for Diesel engine bearings, slow speed; white metal containing 90% tin suitable for diesel engine, slow speed type. C&f Karachi. $5,000. Loan No. 391-H-066. U.S. source. Quotation deadline November 1. IL No. 223299. M. Mohammad Hussain & Sons, Badami Bagh, Lahore 6, W. Cable: TRUTH. SBC-404.

● **SUDAN**—Electrical cables as follows: 3107 miles of .$5 sq. in. 7/.103 stranded hard drawn plain bars cadmium copper conductor, 3107 miles of No. 6 swg single hard drawn plain copper conductor for overhead lines, 621 miles of copper wire No. 10 swg, 310 miles of No. 12 swg single hard drawn plain bars copper conductor for overhead lines, 3107 miles of stranded aluminum hard drawn bars conductors, 7/.173, and 3107 miles of 7/.134 aluminum hard drawn conductor; bid deadline November 10. General Manager, (Supplies), The Sudan Gezire Board, Barakat.★ (Telephone: 202-WOrth 7-2162).

SINGAPORE—Copper tubings seamless unalloyed, fittings; requests replies from suppliers with price quotations cif Singapore. Tong Kian Co., (importer, exporter, wholesaler, retailer, manufacturer), 80 Orchard Rd., Singapore 9. WTD 9/24/63.

336 Nonferrous Foundries

■ **PAKISTAN**—Brass sheets, 63/37 alloy, 18 SWG 6' x 3' semi-hard, 20 SWG 26" x 45" hard, 20 SWG 4' x 4' soft, 20 SWG 4' x 4' semi-hard. Brass pipes, seamless, 63/37 alloy, hard tempered; O.D.'s 2⅞" x 16G, 1¾" x 24G, ¾" x 20G; O.D. 7/16", I.D. 11/32"; I.D. 1½" x 20G. Brass ingots, 60/40 alloy. Phosphorus bronze ingot. Magnesium alloy ingots. Approx. $77,900. C&f Karachi. Loan No. 391-H-066. U.S. source. S/A No. 332838. Bid deadline October 31. Jaffer Ibrahim & Co., B/22, S.I.T.E., Manghopir Rd., Karachi 16. SBC-406.

342 Cutlery, Hand Tools, General Hardware

● **BURMA**—Brass picture hooks, 200 dozen; wrought steel shelf brackets, 200 dozen, various sizes. Tender notice No. GH/128/G11 (63-64), bid deadline October 30. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon. Quotations without samples will not be considered. (Telephone: 202-WO 7-3087).

● Cupboard locks, 4 levels, 2 keys, 1,250 each 1½", 2", 2½", 3". Tender notice No. GH/41/G-11 (63-64), bid deadline October 29. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Tel.: 202, WO 7-3087).

● Sockets, 45,750 units, include galvanized, ½" to 1¼" and reducing ¾" x ½" to 6" x 3". Tender No. PRV/37/CS (63-64), bid deadline, Nov. 7. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Tel.: 202 WO 7-3155).

ENGLAND—Hand tools generally, particularly pliers and nippers; direct purchase and agency. William A. Meyer Ltd., (importer, wholesaler), 9/11 Gleneldon Rd., London, S.W.16. WTD 3/6/63.

FRANCE—Small garden equipment and tools, principally for garden maintenance; requests replies in French. Direct purchase and agency. Comptoir General Horticole (manufacturer), 5bis rue Exelmans, Versailles, (Seine & Oise). WTD 4/25/63.

Curtain rods, also period-imitation ornaments and hardware for decorators. Ets. Giraud-Bardoux (wholesaler), 37 rue du Sentier, Paris 2e. WTD 7/3/62.

NETHERLANDS—Hardware accessories for metal windows and doors, such as hinges, hooks systems to close windows and similar items. N.V. Alta (manufacturer), 301 Binckhorstlaan, The Hague.

SINGAPORE—Refrigerator hardware, locks

and hinges; requests price quotations cif Singapore. Tong Kian Co., (importer, exporter, wholesaler, retailer, manufacturer), 80 Orchard Rd., Singapore 9. WTD 9/24/63.

Chainsaw chains; requests replies from manufacturers with price quotations cif Singapore. T. V. Mitchell & Co., (Far East) Ltd., (manufacturers representative), 20-B Collyer Quay, P.O. Box 386, Singapore 1.

SOUTH AFRICA—Manicure scissors, nail cutters, other manicure apparatus. PAC Distribution, (importer, distributor, indent agent), P.O. box 10312, Johannesburg.

343 Heating Apparatus (Except Electric) and Plumbing Fixtures

GERMANY—Filters for swimming pools of all kinds. Direct purchase and agency. Viktor Schyschka (wholesaler, manufacturer's agent), 67 Gneisenaustrasse, 4 Duesseldorf-Nord. WTD 2/1/63.

NETHERLANDS—Gas boilers for domestic and light commercial purposes, using natural gas. Direct purchase and agency. N.V. Handel Maatschappij van Santen & Co., 555 Heerengracht, Amsterdam. WTD 2/1/62.

Gas Burners for domestic and light commercial purposes, using natural gas. Direct purchase and exclusive agency. N.V. Handel Maatschappij van Santen & Co., 555 Heerengracht, Amsterdam. WTD 2/1/62.

344 Fabricated Structural Metal Products

AUSTRALIA—Mosquito proof, maximum security detention screens for doors, windows of mental hospital: 142 windows 4' x 1'6"; 25 windows 4' x 4'; 50 doors 6'8" x 2'8". Department of Public Works, Attention: Frank Miller, Treasury Building, Brisbane, Queensland.

ENGLAND—Aluminum extruded sections; very large quantities; direct purchase. Taylor Bros. and Baker, Ltd., (importer), Manor St., Leeds 7, Yorkshire. WTD 6/27/63.

■ **INDIA**—Acetylene gas cylinders, 100, valves 1" size; same but ¾" size valves, 150. Overall hgt. approx. 5", swing radium, 1$^{9}/_{32}$", inlet thread, cga No. 511, .885"-14 NGO left hand, forged brass body, case hardened nickel steel stem, wrench operated. Reference No. 41(671)/61 AID-II. Import license No. 990297/DLF-157/CCI/C.G.III. Quotation date November 10. Loan No. 386-A-032. Modi Sugar Mills, Ltd., Modinagar. Cable, MODIND, Modinagar. SBC-402.

■ **PAKISTAN**—"Prestolie" A225 acetylene cylinders, filled with porous mass, empty of gas, without valves, complete with caps, suitable for use with the British Oxygen Company's 10W valves as supplied by Union Carbide International Co., New York, or similar; approx. 200 Nos. Loan No. 391-H-066. IL No. 23635. U.S. source. Quotation deadline November 1. Pakistan Oxygen, Ltd., Shalamar Link Rd., Lahore. SBC-399.

345 Screw Machine Products, and Bolts, Nuts, Screws, Rivets and Washers

● **BURMA**—Rivets and Washers, 83 tons, including 4 tons tinman rivets with flat head, ¼" x ½" to ¼" x 1"; 29 tons pan head rivets, ⅜" x 1" to ⅞" x 2¼"; and 50 tons round washers, ⅛" to 1⅛". Tender No. PRV/32/CS (63-64), bid deadline, Nov. 6. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon. ★(Tel.: 202 WO 7-3155)

● **BURMA**—Back Nuts, 20,000 units, some galvanized, sizes range from ½" to 4". Tender No. PRV/34/CS (63-64), bid deadline, November 7. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-3155).

● Plugs, 10,250 units, includes 5,250 screwed, ½" to 4"; 5,000 galvanized, ½" to 6". Tender No. PRV/36/CS (63-64), bid deadline, November 7. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-3155).

● Wood screws, 82,080 gross, brass with gimlet points, sizes ⅝" x 3 g to 1½" x 16 g. Tender No. PRV/30/CS (63-64), bid deadline, November 6. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-3155).

● Wood screws, 28,500 gross, of brass with round heads and gimlet points, sizes from ½" x 1 g to 1" x 10 g. Tender No. PRV/31/CS (63-64), bid deadline, November 6. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-3155).

● Wood screws, 49,920 gross including 24,000 gross bright steel with gimlet points from 2" x 16 g to 4" x 20 g and 25,920 gross brass with gimlet points from ¼" x 0 g to ½" x 7 g. Tender No. PRV/29/CS (63-64), bid deadline, November 5. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-3155).

348 Miscellaneous Fabricated Wire Products

● **BURMA**—Chain, 30 tons, stud link, various sizes from ½" to ⅞". Tender No. GH/44/G-11 (63-64), bid deadline, October 29. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon. ★(Tel.: 202 WO 7-3155)

349 Miscellaneous Fabricated Metal Products

FRANCE—High pressure valves for the chemical and petroleum industry; requests replies in French. Direct purchase and agency. Societe Gestra (importer, dealer), 19 rue Maurice Berteaux, Ivry-sur-Seine. WTD 8/8/63.

■ **VIETNAM**—¾" dia. corporation stops, 1200; 1" dia. same, 100; ¾" dia. meter stops with padlock wings, 1200; 1" dia. meter stops with padlock wings, 100; under pressure tapping and inserting machines, 4; combination drill and tap, ¾" dia., 10; same, 1" dia., 10; standard saddles, 4 sets. Loan No. 62. U.S. source. Bid deadline November 8. Invitation No. 0988-12093. Central Purchasing Authority, P.O. box H-5, Saigon. Cable, MAIDICH, Saigon. Material is required by the Saigon Metropolitan Water System for the installation of water service connections within the Saigon mains distribution system. Specifications and conditions may be obtained from Miss Thuy, Embassy of Vietnam, 2251 R St., NW., Washington, D.C. SBC-402.

351 Engines, Turbines

● **GREECE**—Engines 2 or 3 hp. for irrigation units, 1000 each; suction pumps and rubber hoses with fittings, foot valves, 1000 each. Tender No. 1789, bid deadline November 12. Agricultural Bank Of Greece 12-14 Karageorgi Servias St., Athens.★ (Telephone: 202-WO 7-3294).

ITALY—Outboard motors, small marine diesel engines. Direct purchase and agency. Motomar, S.p.A., (importer), Viale Certosa 11/13. WTD 8/19/63.

SINGAPORE—New and used diesel industrial engines; requests price quotations cif Singapore. Direct purchase and agency. Lian Hock & Co., 22 Foch Rd., Singapore 8. WTD 9/20/63.

■ **VIETNAM**—Air-cooled traction gasoline engine, cast iron construction, 4 cycle, single cylinder, L-head aircooled, 4 hp. at 4000 rpm; bore and stroke 2⅜"x2"; piston displacement 8.86 cu. in.; wgt. 4 lb.; high voltage flywheel magneto; breaker points located externally for easy service; oil-bathed internal fly-ball type governor; ball bearing at both ends of crankshaft; ⅔ gal. fuel tank capacity; complete with standard equipment, including oil-bath air cleaner, fuel tank and filter, rotating grass screen, silencer muffler. Limited worldwide (901). Quotation deadline October 30. J. Kimatrai & Cie., 22-24 Phan Boi Chau, Saigon. Offers will be reviewed on c&f basis only. Fob and freight costs must be indicated separately. Freight 100% U.S. flag vessels. A copy of each offer should be sent to the Director General of Commerce, 59 Gia-Long, Saigon. SBC-411.

352 Farm Machinery and Equipment

FRANCE—Arboricultural apparatus & equipment. Direct purchase and agency. Agram (manufacturer), 35 rue de Paris, Pantin (Seine). WTD 1/25/63.

Gardening tools and various related articles; requests replies in French. Direct purchase and agency. Jean Briand (importer, dealer), 34bis rue de Chateaubriand, Saint-Brieuc (Cotes du Nord). WTD 5/20/63.

ITALY—Machinery for husking, shelling and cleaning almonds; machinery for pruning and harvesting almonds and olives. Emilio Spagnoletti-Zeuli, Via Vaglio 3, Andria, Bari.

Machinery for pruning and harvesting almonds and olives. Cervone d'Urso (wholesaler, exporter), Villa d'Urso, Ruvo di Puglia, Bari.

SPAIN—Agricultural machinery, tools, and equipment. Direct purchase and agency. Mr. Manuel Morales Torres (importer, wholesaler, manufacturer' representative), Calle Eusebio Navarro No. 23, Las Palmas de Gran Canaria, Canary Islands. WTD 9/24/63.

353 Construction Machinery

● **BURMA**—2,000 Prime Movers with 8 hp diesel engines (Kubota) or equal. Tender No. NIV/14/G-3(63-64), bid deadline November 5. Payment through Burmese Embassy, Washington, D.C. The Chairman, Civil Stores Committee (1), St. Johns Rd., Rangoon. (Telephone: 202 WO 7-5566)

● Cotton ginning machines, 200, with two yrs. supply of spare parts; for 2 hp. electric motor drive. Tender No. NIV/26/G-3 (63-64), bid deadline, November 5. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202—WO 7-3155).

FRANCE—Components, parts for off-shore oil drilling rig. Societe de Forages Petroliers Languedocienne—FORENCO (petroleum research and trade), 13-15 rue des Sablons, Paris 16e.

GERMANY—New, rebuilt or used parts for fork lift trucks from U.S. Army surplus stocks;

requests offers from U.S. dealers in Army surplus equipment only with price quotations cif Dutch ports. Michael Korac, (importer, wholesaler), 5 Zechenstrasse, 5 Koeln-Kalk. WTD 9/5/63.

■ **INDIA**—Mobile cranes, 12½ ton capacity, 2 Nos.; crawler crane, 100 ton capacity; Ref. No. D/ENQ/772. Bid deadline November 5. Tender No. Project/3134-P (B) Crane/I (Group A). Tender fee $2.10 each, not refundable.

■ Bulldozers, diesel engine, track mounted, cat. D-8 or equal, 3 Nos.; scrapers, self-propelled, rubber tired, caryall, 3 Nos. Ref. No. D/ENQ/774. Bid deadline November 7. Tender No. Project/3134-P(A)/Dozers/I(Group A). Tender fee $2.10 each, not refundable.

■ Tractor trailer, 60-ton capacity. Ref. No. D/ENQ/777. Bid deadline November 6. Tender No. Project/3134-P(C)Trailer/I(Group A). Tender fee $2.10 each, not refundable.

All the above for loan No. 386-H-077. U.S. source. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications, conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. SBC-411.

ITALY—Hand truck dollies, hand lift trailers and trucks, lifting machinery and equipment, electric and hand hoists. Mario Poggi (manufacturer, wholesaler), Via Exilles 23/d, Turin.

Building and road construction, excavating and maintenance machinery; operator riding fork lift trucks. R.T.I., s.p.A., (importer, agent), Via Gran S. Bernardo 20, Milan. WTD 6/27/63.

NETHERLANDS—Surface well drilling equipment, cable tools, portable drilling rigs, sheaves to be affixed to platforms for building construction, maintenance, machinery, equipment. Direct purchase and exclusive agency. Industrie- en Handelsonderneming C. de Krijger, (manufacturers' agent), 8 Johan Siegerstraat, Amsterdam.

SINGAPORE—Used machinery; used and surplus tractors, winches, donkeys, hoists; price quotations cif Singapore. Direct purchase and agency. Lian Hock & Co., (importer, exporter), 22 Foch Rd., Singapore 8. WTD 9/20/63.

354 Metalworking Machinery

■ **BOLIVIA**—Supply of electric plants, engines, drilling tools for use in oil fields, such as aluminum pipe, pipe cutters, tubing tongs, various nuts, bolts, jacks, pipe wrenches, electric generators, gasoline engines, diesel engines, spare parts. PA No. 511-898-256-2201. U.S. source. Bid deadline November 11. Invitation No. 101. Yacimientos Petroliferos Fiscales Bolivianos, Casilla 401, La Paz. Cable, YACIBOL, La Paz. SBC-411.

GERMANY—Turret, lathes, automatic duplicating milling machines, automatic duplicating grinding machines, automatic duplicating, turning and boring machines. Matra Werke GmbH, 30-40 Dieselstrasse, Frankfurt/Main. WTD 9/13/63.

Machines and equipment for the manufacture and processing of printing dies. Direct purchase and agency. Josef Funk K.G., 75 Karlsruhe/Baden, Wilhelmstrasse 72. WTD 4/23/62.

ITALY—Portable electric hand drills ⅜″ or similar suitable for the do-it-yourself market. E.C.E.F., (agent), Via Cornalia 19, Milan. WTD 9/12/63.

JAPAN—Drills, high-speed steel, metalworking; 8″ to 16″ in length, 8mm to 20mm in diameter. Requests catalogues and prices. Sanei Koki Company, Ltd. (trading company), 25-126, Nishisakai-machi, Naka-ku, Nagoya. WTD 9/10/63.

NETHERLANDS—Sanders, disc, hand (electric or pneumatic), portable power-driven hand tools. Direct purchase and exclusive agency. Fa de Booy & De Booy, 109 Malakkastraat, The Hague. WTD 9/10/63.

Automotive maintenance equipment; i.e., chassis repair, vehicle paint shop. Direct purchase and exclusive agency. Fa. de Booy & De Booy, 109 Malakhastraat, The Hague. WTD 9/10/63.

NORWAY—Machinery to make square-ribbed pipes. Direct purchase and agency. Knut Anker Bachke (importing wholesaler, manufacturers' agent), 21 Sondregate, Trondheim.

Full range of hydraulic push-pull equipment and tools for the repair of automobile bodies and frames. H. Astrup & Co. A/S (importing wholesaler, manufacturer's agent), 32 Chr. Kroghsgate, Oslo. WTD 9/24/62.

■ **PAKISTAN**—Steel files, similar to Nicholson, sizes 4 to 14″; taps and dies, similar to G.T.D. brand; sizes 3/32″ to 9/16″, ⅛″ to 1″, ¼″ to 1″; electrical drilling and portable grinding machines, similar to Millers Falls Co., ¼″, ⅜″ and ½″, belt sanders and import wrench kit and power unit; crankshaft grinders, similar to Sunnen Brand Model No. KN-750 and accessories. C&f Karachi. Total approximately $6,100. Import License No. 355614. Loan No. 391-H-066. U.S. Source. Quotation date October 28. The Punjab Hardware and Machine Tools Ltd., 97 Railway Rd., Lahore, West. Cable: WHEELS, Lahore. SBC-410.

VIET-NAM—Machine tools for metalworking: portable electric drills, lathes, grinders, drill press, hacksaws, indicators for tool inspection, gas welding and cutting apparatus. Saigon Motors (importer, retailer), 178 Tran Hung Dao, Saigon. WTD 3/4/63.

355 Special Industry Machinery

ARGENTINA—Textile machinery. Requests replies in Spanish. Textil Azul S.R.L., (manufacturer). Necochea 400, Azul, Province of Buenos Aires.

AUSTRALIA—Fine-spinning machinery for cotton; machinery for producing cotton/synthetic-mixture textiles; looms and other machinery for producing cotton. Mr. E. W. Kyle, General Manager, Bradford Cotton Mills Ltd., 39-65 Parramatta Rd., Camperdown, N.S.W.

Machinery and equipment for the grading, peeling, processing, packing of prawns (shrimp). Mr. W. McKechnie, Purchasing Officer, William Angliss & Co. (Aust.), Pty. Ltd., 255A George St., Sydney, N.S.W. WTD 8/9/63.

Excoriators (machines) for the removal of hide from freshly slaughtered animal. Mr. W. McKechnie, Purchasing Officer (processor, wholesaler, exporter), William Angliss & Co. (Aust.) Pty. Ltd., 255A George St., Sydney, N.S.W. WTD 8/9/63.

● **BURMA**—Wood treating equipment. Tender No. PT-10/62-63, bid deadline November 20. Controller of Stores, Electricity Supply Board, 197-199 Lower Kemmendine Rd., Rangoon. Tender available from Controller for $3 per set.

ECUADOR—Package plant for the manufacture of vinyl tile and sheets for floors. Interested only in complete installation of up-to-date, new, automatically operated machinery and equipment. Requests quotations on medium-size apparatus, cif Guayaquil, accompanied by illustrated literature or catalogs; request replies in Spanish. R. A. Lasso M., (importer, manufacturer), P.O. box 139 Quito.

EGYPT—Kettles, plodders, rollers, weighing machines, silos, packing and stamping machines. Requests replies from manufacturers only; requests price quotations fob and cif, Alexandria. Alexandria Oil and Soap Factory (manufacturer), 8, Rue El Falaky, Alexandria, or P.O. box 1230, Alexandria. WTD 9/24/63.

ENGLAND—Heat sealing machinery; to be used in conjuction with vacuum forming as well as all types of plastics. Also vacuum forming plastic materials. Direct purchase and agency. M. L. Shelley & Partners, Ltd., (manufacturer, exporter), 213-215 Upper St., Islington, London, N.1. WTD 8/8/63.

FRANCE—Pear peeling machine, requests replies in French. Ets. Georges Joubert (manufacturer), Avoine (Indre & Loire).

Typographic machines; requests replies in French. Somagra (importer, dealer), 37 bld de Strasbourg, Paris 10e. WTD 10/25/62.

■ **INDIA**—Blood separator, made of special steel, ac 3-phase motor, 440 v., 50 cycles, 2.4 hp., and accessories; cap spinning machine for vials, complete; dual purpose granulator and sifter, stainless steel parts, accessories and spares; spare refrigeration bare compressor, Model FCY-1044; spare York compressor unit; spare compressor body part; ph meter, with complete set of electrodes and spares; absolute filter; 24″ low pressure discharge tubes, 48 Nos. Reference No. 13(17)/63 AID II. Import license No. 978009/DLF-157/62/HQ/CG III. Loan No. 386-A-032. U.S. source. Quotations desired by November 12. Franco-Indian Manufacturers, Pvt., Ltd., Bapnu Ghar, Nornby Vellard, Worli, Bombay 18-WB. Cable, FRANCOLAB. SBC-402.

■ Anhydrous caustic soda evaporator plant consisting of equipments for a daily capacity of 30 tons caustic soda, including evaporator with barometric condenser and ejector; steam supply plant with oil firing equipment; oil fired furnace for melting the heat transfer salt; circulating system for the molten heat transfer salt, with charge of salt; automatic filling, weighing and cooling system for the solid caustic soda drums; water cooled caustic soda flaking plant; complete instrumentation, pipes and valves, pumps and accessories; two-ton truck for handling drums.

One automatic diesel electric set, output 125 kw. 400/440 volts, 3 phase, 50 cycles, continuous, comprising diesel engine of suitable horsepower; alternator with exciter; automatic instantaneous starting device; control panel with circuit breaker; electric starting system with automatic transfer switch, instruments and special tools.★

Loan No. 386-A-032. U.S. source. Quotation deadline November 18. IL No. 977943/DLF-157/62/HQ/CG.III. Ref. No. 13/21/63-AID-II. The Andhra Sugars, Ltd., Chemicals Division, Post Box 2, Tanuku, West Godavari District. SBC-407.

● **IRAN**—One machine, accessories for the production of suppositories of 2 and 3 gr., tender No. 42/167, bid deadline December 29. Iranian State Railways, Purchase Dept., Meidan Rahahan, Teheran.★ (Telephone: 202—WO 7-5589).

IRAQ—Machinery capable of producing 250 million crown corks annually; requests price

quotations, catalogs and any other available data. Iraq Bottling and Canning Co., S.A. (bottlers of soft drinks), Musaikser ar-Rashid Road, Baghdad.

Machinery suitable for the manufacture of pressed marsh reed sheets, such machine would cut, press, bind reeds into a type of fiberboard; samples of type finished reed product desired is available on a loan basis from the Trade Opportunities Section, BDSA-111, Room 4203, Department of Commerce, Washington, D.C. 20230. Phone: Area code 202, WO. 7-4674. Tahan and Asady Co., (importer, wholesaler), Thawra St., Ashar, Basra. WTD 9/21/61.

ITALY—Machine for the assembling of spring type wooden clothespins. Fabbrica Meridionale Pinze (manufacturer), Via Statale Terlizzi, Molfetta, Bari.

Agency only: Machines for packaging powdered or granulated products in cardboards and cellophane boxes (prefabricated or from roll). AMEIA (agency), Viale Regina Giovanna 17, Milan. WTD 8/29/63.

Bagging machines, case loaders, closing-sealing machines, packaging crimping and stapling machines, labeling machines. Mario Poggi (manufacturer, wholesaler), Via Exilles 23/d, Turin.

Machinery for packaging and bookbinding industries. Direct purchase and agency. Cartiera Paudice Nereo (manufacturer, importer, manufacturer's representative), Via Andorno 8, Torino.

MEXICO—Hulling or decorticator machine for sesame seed. Conservas de Baja California (processor), Colonia 20 de Noviembre, Apartado Postal No. 140, Tijuana, B.C. WTD 2/28/63.

MOROCCO—Shoe-shaping and miscellaneous shoe-making machinery; requests replies from manufacturers. S.T.A.G. (Société des Tanneries Grard), (tanner), Km. 5.400 Boulevard Moulay Ismail, Casablanca. WTD 5/13/63.

Packaging machinery for food products. S.N.A.P.E.C.-Societe Nouvelle des Appareils de Precision & Compteurs (manufacturer, exporter, importer), 112 ter rue Cardinet, Paris 17e. WTD 5/20/63.

NETHERLANDS—All types of newly-developed machinery for the textile industry. C.S.Th. Paap N.V., 4 Schralenbouw, Ede. WTD 6/4/62.

■ **PAKISTAN**—Equipment, toolings, and ancillaries for complete dry cell battery making plant, comprising gas plant, surface grinder, magnetic chuck, end mill, metal factory chairs, metal stores packing, coated with special insulating material, sundry fittings. Loan No. 100. U.S. source. $13,734. Quotation deadline October 28. Ref. No. OD/LC-4664/63. Hague Brothers (Carbide) Ltd., 40 Imamganj, Dacca 1, E. Cable: MONOCELL. Further details and information may be obtained from Mr. Frank N. Tse, Assistant Cashier, Bank of America, International Service, 41 Broad St., New York 15, N.Y. SBC-404.

SINGAPORE—Machinery for manufacturing electrical accessories; firm requests replies from manufacturers with price quotations cif Singapore; catalogues. Telelectric Co., Ltd., (manufacturer), 6 Cecil Street, Room 208A, (2nd Floor), Singapore 1.

■ **TURKEY**—Equipment for cotton seed oil plant, 4 linters, first cut, same, second cut; motors, starters, etc., 16; spare and miscellaneous parts. Loan No. 11. U.S. Source. Quotations desired by November 2. Turkiye Sinai Kalkinma Bankasi A.S., P.O. Box 17, Galata, Istanbul. SBC-408.

■ **UGANDA**—Details and prices are required for a complete processing plant for Cassava flour and starch. The Corporation is interested in small plants with a daily throughput of half ton up to 10 tons. Full details of plants offered should be sent to Mr. G. G. Buttolph, EM2/GGB, The Crown Agents, 4 Millbank, London, S.W.1, England. Loan No. 59. U.S. Source. Quotations desired by November 8. Reference No. EM2/GGB. SBC-408.

VIET-NAM—Machinery and equipment for complete coffee processing factory with following annual capacities: treatment of green coffee—3,000 tons; handling and bagging of green coffee—1,500 tons; roasting, and packaging of roasted coffee—1,500 tons. Vinacafe (manufacturer), 55 duong Cong Ly, Saigon, Viet-Nam.

Machinery capable of manufacturing 2,000 room air conditioners, 3,000 refrigerators annually, will consider turnkey installation. A copy of the equipment list and factory layout plan is available on a loan basis from the Trade Opportunities Staff, BDSA-111, Room 4203, Department of Commerce, Washington, D.C., 20230. (Tel: Area code 202, WO 7-4674). South Viet-Nam Cold Storage Corp. (manufacturer), 33 Duong Phu Kiet, Saigon.

356 General Industrial Machinery

● **BURMA**—Electric driven water pumps, three hundred (300) each, .5 h.p., .75 h.p., 1 h.p., 1.5 h.p. to 2.5 h.p., and 3 h.p., 220/230 volt, 50 cycle single phase except 3 h.p. to be 3-phase. Pipe size 1½" to 2" with average 60' delivery head, tropicalized. Also, separate quotation spare parts to the value of 10% of the above. Tender No. NIV/5/G-3 (63-64), bid deadline, Oct. 28. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Tel: 202 WO 7-5589).

● Portable paint spraying units, 200, including air compressors on two solid rubber wheels; 100 electric driven for single phase 50 cycle 220/230 v.; 100 engine-driven; compressor sizes range from 1hp/75 lb. w.p. to 2 hp/150 lb. w.p. Tender No.Niv/9G-3/63-64, bid deadline October 29. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202—WO 7-3155).

■ **CHINA**—Double and trimming machine; wide belt sanding machine; vacuum lifting device; heavy duty intensive mixer; fluidizing mixer. Charge for delivery c&f Keelung. Loan No. 113. Worldwide (899). Quotations desired by November 3. China Development Corp., on behalf of Yuen Foong Chemical Ind. Co., Ltd., 59 Yeng Ping Rd., S. Taipei, Taiwan.★ SBC-402.

● **EL SALVADOR**—One (1) horizontal centrifugal pump, 440/220v, 3-phase, 60 cycle, capacity 900 gpm, 3 meter lift, total dynamic head 61 meters. Tender No. IM 31/63, bid deadline, Oct. 30. La Administracion Nacional de Acueductos y Alcantarillados (PROVEEDURIA) 2a. Avenida Norte No. 512, San Salvador.★ (Tel: 202 WO 7-5589).

FRANCE—Standard gear boxes, from 2 to 250 h.p., 2 to 18 speeds. Pizay Bourget (Engrenages), (manufacturer), 34-36 rue Lambrechts, Courbevoie, Seine.

■ **INDIA**—Electric heating elements for line oil heaters and preheaters of 1.5, 3, and 4.5 kw. Approx. $147,000. Ref. No. 63(201)/62-AID(1). IL No. AU/GL/MTC/19/DLF-217/962. Loan No. 386-A-055. U.S. source. Quotation deadline November 10. Steel Plant Private Ltd., 205 Dr. Annie Besant Rd., Worli, Bombay 18. Cable: FURNACES, Bombay, Worli.

Anderometer instrumentations, complete with full set of equipment and accessories. Approx. $12,600. Ref. No. 4(165)/62-AID-II. IL No. 978031/DLF.157/62. Loan No. 386-A-032. U.S. source. Quotation deadline November 18. National Engineering Industries, Ltd., Jaipur. SBC-407.

■ Fire pumps, accessories, 2 Nos. Ref. No. D/ENQ/773. Tender No. Project/3159-P/Talchar/Fire Pump/VA. Tender fee $3.36 each, not refundable. Bid deadline October 30. Loan No. 190. U.S. source. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications, conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. SBC-411.

■ Pumps with drivers, including raw water, 3 Nos.; ash sluice, 3; service water booster; cooling water booster, 2; boiler fill; condensate transfer; drip and drain tank, 4; duplex sump, 2 sets. Ref. No. D/ENQ/771. Project/3160-P/Talchar/Misc/Pumps/VA. Tender fee $4.20 each, not refundable. Loan No. 190. U.S. source. Bid deadline October 31. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications, conditions, including amendment, may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. SBC-411.

ITALY—Low pressure paint sprayers. SIREC, (distributor), Via Cosimo del Fante 6, Milan. WTD 7/19/63.

Submersible electric (direct current) pumps for use on board ships. Direct purchase and agency. E.M.U.-Unterwasserpumpen Italiana S.r.l. (importer, agent), Via Goldoni 11, Milan. WTD 8/16/63.

NETHERLANDS—Variable gear box speed reducers on a stock keeping basis for the Netherlands and Belgium. Complete information on technical data, prices and delivery times requested. Technisch Handelsbureau Bege N.V. (importer, wholesaler, exporter), 38 Galileistraat, The Hague.

SAUDI ARABIA—Water desalinization equipment; wishes to be representative. Agricultural Development Corp., (importing dist.), P.O. Box 1039, Jidda. WTD 7/10/63.

SINGAPORE—Bicycle steel balls—¼", ⅛", 5/16", 5/32"; requests replies from manufacturers with price quotations cif Singapore. Quantity required about 5,000 gross monthly. Direct purchase. Chu Cheong Co., Ltd., P.O. Box 1151, 211-A Victoria St., Singapore 7.

VIET-NAM—Hand force pumps for domestic deepwell water supply. Saigon Motors (importer, retailer), 178 Tran Hung Dao, Saigon. WTD 3/4/63.

357 Office, Computing, and Accounting Machines

FRANCE—Office supplies and equipment. Direct purchase and agency. Courvoisier & Cie (importer, dealer), 21 bld Voltaire, Paris 11e.

Office machines, all kinds. Direct purchase and agency. Compagnie Real-Etc. C. Mamet (importer, dealer), 59 rue de Richelieu, Paris 2e. WTD 12/19/62.

■ **INDIA**—Electrically operated calculating machines with capacity of 10x10x20 and 8x8x16 working at about 1,000 r.p.m., 6 Nos. each. Tender No. S/179/AID. Loan No. 34. U.S. source. India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008,

where specifications and conditions are available. Required by Kerala State Electricity Board, Trivandrum. SBC-402.

SOUTH AFRICA—Distributor/agent seeks representation of U.S. manufacturers of bathroom scales. PAC Distribution, P.O. box 10312, Johannesburg.

SWEDEN—Office type stapling machines, punching machines, cutting machines; folding and collating machines; pencil sharpeners. Direct purchase and agency. Adexa AB, (agent), Box 101, Pixbo.

358 Service Industry Machines

FRANCE—Vending machines; requests replies in French. Ets. J. Viriot & Cie (manufacturer, dealer), 50 Cours Balguerie Stuttenberg, Bordeaux (Gironde).

Refrigerators and refrigerating devices and installations; requests replies in French. Robert le Bayon (manufacturer), Grande Rue, Ethel (Morbihan).

GERMANY—Refrigerators and air conditioners; any type of refrigeration and air-conditioning equipment. KAELTE-Muschler, 7 Stuttgart-W., Silberburgstrasse 151, West Germany. WTD 9/26/63.

ITALY—Coin operated laundry machines. High quality and long-duration machines desired. Lumber dio Otto Fisher (wholesaler, importer), Via Governolo 5, Turin.

Dry cleaning and laundry equipment, accessories, attachments, and repair parts; dry cleaning extractors; laundry ironers, flatwork, commercial; laundry presses, commercial; washing machines, laundry, commercial. Direct purchase and agency. Dr. Antonio Bruno Barbarello (importer, manufacturer's representative), Corso Raffaello 4, Torino. WTD 12/18/62.

JAPAN—Automatic vending machines suitable for amusement park facilities; requests information and descriptive literature. Eishi Matsuo, Managing Director, Dream Land Co., Ltd., (managers of recreational facilities), 156 Shimo Meguro, 1-chome, Meguro-ku, Tokyo, Japan.

Ice-making mechanism used with automatic vending machines. Kotobuki Trading Co., Ltd., (importer, wholesaler, distributor), Yokota Building, 4, 3-chome, Shiba, Tamura-cho Minato-ku, Tokyo.

Large variety of automatic vending machines suitable for use in outdoor amusement facilities; requests advice and information from manufacturers only. Trade Opportunities Staff, BDSA-111, Rm. 4203, Box T-9-64, U.S. Department of Commerce, Washington, D.C., 20230.

● **PAKISTAN**—Self-contained air conditioning units, two, 300,000 btu capacity each for telephone exchange and carrier center in Lahore. Tender No. Pur. 23-21/63/504, bid deadline, November 4, Mr. F. Rizwi, Purchase Coordinating Officer, Pakistan T & T Dept., Block No. 48-A, Government Offices, Shahrah-Iraq, Karachi. ★(Telephone: 202-WO 7-5589).

■ Chrysler airtemp packaged air conditioner, air cooled, model 3715-00, cooling capacity 134200 btu, 400/440 v., 3 phase, 50 cycles, factory assembled, complete export packed. Chrysler airtemp packaged air conditioner, water cooled, model 1005-04, cooling capacity 57600 btu each, 400/440 v., 3 phase, 50 cycles, factory assembled, complete export packed, 2 Nos. Chrysler airtemp packaged air conditioner, air cooled, model 3705-00, cooling capacity 53100 btu, 400/440 v., 3 phase, 50 cycles, factory assembled, complete export packed. Loan No. 391-H-056. U.S. source. IL No. RM 025436. Quotation deadline October 28. Silver Grill, 8 The Mall, Rawalpindi. SBC-411.

■ **PAKISTAN**—Ice plant complete with water cooled compressor, ammonia, brine tanks, ice tanks, handling equipment, with all motors for 380 v/3/50 cycles, piping and ancillary equipment, capacity 25 tons ice per day. Ice plant, same, but with capacity 50 tons per day. Boilers, package type, 150 psi pressure, 30 hp., 100 hp., 60 hp. Marine outboard motors, 18, 28, 40, 75 hp. Industrial air conditioning equipment consisting of air cooled condensing unit with serviceable hermetic compressor and direct expansion evaporating coil; air entering evaporator 67°f. db for operation from 380 v. 3 phase, 50 cycles, with capacity 60,000 btu/hr. evaporator, air quantity 16,000 cfm. Same, with capacity 90,000 btu/hr. evaporator, air quantity 3,000 cfm. Same, with capacity 120,000 btu/hr. evaporator, air quantity 4,000 cfm. Same, 180,000 btu/hr., 6,000 cfm. Same, 240,000 btu/hr., 10,000 cfm. Industrial refrigeration equipment, water cooled, with reciprocating compressor, motor, condenser and cold air diffuser, for filling approximate refrigeration capacities 120,000 btu/hr., 180,000 btu/hr., 240,000 btu/hr., 360,000 btu/hr., at 110°f. condensing, 32°f. suction, 90°f. entering condenser water. Loan No. 391-H-066. U.S. source. Bid deadline October 30. S/A No. 342445. Ali Textiles, El Markaz, Bunder Rd., Karachi 3, W. Cable, ALLTEX, Karachi. SBC-397.

■ Air conditioning equipment, capacity 91 tons, suitable for air conditioning the cinema building, preferably in two independent units of 55 and 36 tons capacity. U.S. source. Loan No. 391-H-066. IL No. 232131. Quotation deadline November 1. Plaza Cinema, 3 Queens Rd., The Mall, Lahore. SBC-399.

■ Air conditioning plants, total capacity 80 tons, preferably air conditioning units of different capacities with controls, such as carrier type 50R6 packaged water cooled weathermaker with nominal refrigeration capacity 5 tons; carrier type 50K8 packaged water cooled weathermaker, nominal refrigeration capacity 7.5 tons; carrier type 50BA016, capacity 15 tons; carrier type 41E34, capacity 30 tons; for operation from 380/3/50 cycles. Loan No. 391-H-066. U.S. source. IL No. 219861. C&f Karachi. Quotation deadline November 1. M/s. Naz & Nigar Exhibitors, 10 Zuhar-Ud-Din Rd., Baghbanpura, Lahore. Cable, NAZ CINEMA, Lahore.★ SBC-399.

■ York Embassy Series water cooled packaged air conditioner, Model EW-105; Leland Standard capacitor start induction run sleeve bearing motors, foot mounted, continuous duty, 50 cycles, 115/230 volts, single phase, ½ h.p. 2850 rpm, A.C. motors, 27 Nos.; Myers, utility type gasoline engine driven pumping sets., Type M-7, 2; Myers pumping sets, No. 100B, 12 Nos.; Dempster utility type gasoline engine driven pumping sets, suction and delivery branches 2″ x 2″ with 3.5 hp. gasoline engine, 5; Balcrank pump with air motors and spare parts; parts for Century projectors; parts for Simplex projectors; parts for RCA projectors; parts for Four Star Projectors, 21 items. c&f Karachi basis. All equipment, "or equal." Import License No. 354683. Loan No. 391-H-066. U.S. Source. Quotations desired by November 3. Hilal Traders, 9-Punjab National Bank Building, Mereweather Tower, McLeod Rd., Karachi 2.★ SBC-410.

■ Electric motors, single phase, 220 v., 50 cycles, ¼, ½, ¾ and 1 hp.; water coolers; generating sets; air compressors; hoists; petrol/kerosene engines; vibrators; starters and switches; water pumps; refrigeration machinery spare parts; spare parts for engines and generators; petrol dispensing pumps. All offers should include complete specifications, literature and leaflets. $5,000. Import License No. 351111. Loan No. 391-H-066. U.S. source. Quotations desired by November 1. Butt Engineering Stores, 29, Badri Building, McLeod Rd., Karachi. SBC-410.

SINGAPORE—Refrigerator and airconditioning spare parts; requests price quotations cif Singapore. Tong Kian Co., (importer, exporter, wholesaler, retailer, manufacturer), 80 Orchard Rd., Singapore 9. WTD 9/24/63.

Refrigeration chemical compound and compressor units; requests replies from suppliers with price quotations cif Singapore. Tong Kian Co., (importer, exporter, wholesaler, retailer, manufacturer), 80 Orchard Rd., Singapore 9. WTD 9/24/63.

SWEDEN—Vending machines. Direct purchase and agency. Adexa AB, (agent), Box 101, Pixbo.

361 Electric Transmission, Distribution Equipment

● **ETHIOPIA**—Kilowatt-hour meters of various features and capacities, 8,000, reactive energy (KVArh) meters, 200. Reference No. 183/56, bid deadline November 20. Mr. Getachew Diffabachew, Purchasing Officer, Ethiopian Electric Light & Power Authority, P.O. box 1233, Addis Ababa. ★(Telephone: 202—WO 7-2312).

GUATEMALA—Electric, electronic measuring instrument, equipment. Direct purchase and agency. Electronica Guatemalteca, Engel, Moller y Cia. Suc. Robert W. Engel (importer, manufacturers' representative, retailer), Apartado Postal 514, "ENGMO," 13 Calle 5-59, Zona 1, Guatemala, C.A. WTD 9/19/63.

■ **INDIA**—3 kw. high frequency transmitters of the auto tune type, 5; remote control units, 5; maintenance spares for two years supply for transmitter maintenance and operation manual for above equipment, 10. Tender No. S/170/AID. Loan No. 386-H-082. U.S. source. Bid deadline November 4. India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008, where specifications, conditions are available. Equipment required by Director General, New Delhi. SBC-402.

PANAMA—Circuit breakers; catalogs and price lists required. Vila Hermanos, S.A. (importer, retailer, wholesaler, commission merchant), P.O. box 722, Panama, R.P. WTD 9/19/63.

Fuse Boxes; requests catalogs and price lists. Vila Hermanos, S.A., (importer, retailer, wholesaler, commission merchant), P.O. box 722, Panama, R.P. WTD 9/19/63.

Transformers: requests catalogs and price lists. Direct purchase and agency. Vila Hermanos, S.A., (importer, retailer, wholesaler, commission merchant), P.O. Box 722, Panama, R. P. WTD 9/9/63.

● **TUNISIA**—Supply of transformers and other related equipment for the 150 Kv substation at La Goulette. The bid deadline is December 1. Societe Tunisienne de l'Electricite et du Gaz 38, Rue de Besancon, Tunis. (Tender documents and specifications in French.)★ (Tel: Area code 202 WOrth 7-4242).

362 Electrical Industrial Apparatus

● **BURMA**—Supply and delivery of diesel engines as follows, ten 5 hp., twenty-five 7.5 hp., thirty 10 hp., twenty 15 hp., ten 20 hp.,

five 25 hp., plus 10% spares. For the Chairman Civil Stores Committee (1), St. John's Rd., Rangoon. Tender No. NIV/7/G-3 (63-64), closing date October 28. Payment through Burmese Embassy, Washington, D.C.★ (Tel: Area Code 202 WO 7-4242).

● Supply and delivery of marine diesel engines as follows, sixteen 25 hp., eight 35 hp., eight 50 hp., fifteen 75 hp., plus 10% spares. For The Chairman, Civil Stores Committee (1) St. John's Rd., Rangoon. Tender No. NIV/13/G-3 (63-64), closing date November 5, payment through Burmese Embassy, Washington, D.C.★ (Tel: Area code 202 WO 7-4242).

FRANCE—Electronic equipment to be used in electronic and chemical industries; requests replies in French. Direct purchase and agency. Technication (trader in building materials), 113 rue Lamarck, Paris. WTD 9/14/63.

■ **INDIA**—Electrical feed-thru, pressure sealing, heavy duty, high current at moderately high voltages, 1000 v, 200 amp/.v-4,130D, 500 v, 500 amp.,v-4, 130E, 2 each; ceramic high voltage leads, 15 amps, 15,000 v., V-4-140B, 1 stud, 25 amp., 20,000 V-4-140D, 4 each; push-pull vacuum seal, 6; cone manipulator, 3; rotary vacuum seal, 4; radiant energy heat lamp, 2; accessories, 6; vacuum feed thru collar, 12″ nominal dia., accessories, 8, high vacuum sight glass adaptor, 6, bleed valve assembly, 2. Materials Research Corp., or equal. Inquiry No. 537. Requisition Nos., 1057, Phys./224/R-174; Phys./223/R-173; Phys./222/R/172; Phys./221-R-171; Phys./219/R-169; Phys./220/R-170; 218/R-168.

■ ADL collins helium liquifier; accessories for same; spare parts for same. Arthur D. Little, or equal. Inquiry No. 536. Requisition No. 1056 Phy/179,178,/177.

Both the above are limited worldwide (898) source. Educational Services, Inc., Kanpur Indo-American Program, 164 Main St., Watertown, Mass. Attn: Mr. Robert E. Johnson, Purchasing Agent, where quotations are to be submitted.★ SBC-400.

● **PAKISTAN**—Supply of one 2 hp., 50 cycle induction motor; one ⅓ hp. universal motor; ten 440/110 volt transformers and other miscellaneous equipment. Tender No. S-10/1064/1066/1072/1077/1113, bid deadline October 29. The Director of Supply, Government of East Pakistan, EPIDC House, Motijheel, Dacca 2.★ (Tel: Area Code 202 WO 7-4242)

■ ¼, ⅓, ½ and ¾ hp., 230 v., single-phase, 50 cycle, 1500-3000 rpm capacitor start induction run electric motors with and without thermal protection having a starting torque of approximately 300% and temperature rise not exceeding 40°c., various other motors, circuit breakers, piston pumps, compressors. 23 items. Total for machinery $24,600; spare parts $12,300. Import license No. 235740. Marshalls, (Pakistan), Ltd., Shah Din Bldg., 89, The Mall Lahore. Cable, MARSHALLS, Lahore.

■ ¼, ½, ½, ¾ and 0.95 H. P., 230 v., single-phase, 50 cycles 1500 & 3000 r.p.m. capacitor start induction run electric motors with and without thermal protection having starting torque of approx. 300% and temperature rise not exceeding 40°c., various other motors, circuit breakers, air compressors, ammonia compressors, pumps, 25 items. Approx. $20,600. Import license No. 343361. Ameejee Valleejee & Sons, Ameejee Valleejee Chambers, Campbell St., Karachi. Loan No. 391-H-066. U.S. source. Bid deadline November 1. SBC-396.

■ Metal cutting power saws, filing and sawing machines, abrasive and cutting machines; electric welding machines and equipments; gas welding machines and equipments; auto repair and garage machinery; testing machines for workshops and engineering laboratories, hoists and cranes for workshop use; machine tool accessories such as driving heads and rotary table; portable pneumatic and portable electric tools; small tools such as twist drills, twist drill sleeves and thread cutting equipment; band saw for machine, die heads and chasers, lathe tool holders and lathe carriers; lubricating equipments; measuring instruments, gauges, scales, calipers, verniers, protractors, spirit levels and temperature recording instruments; industrial exhaust fans and blowers. Approx. $5,100. Loan No. 391-H-066. U.S. source. S/A No. 233322. Bid deadline October 28. Gillanders Arbuthnot & Co. (Pakistan), Ltd., P.O. Box No. 271, Attar Singh Bldg., The Mall, Lahore. SBC-406.

■ Machine vises and job holding fixtures. Hacksaw blades for machines. Metal working hand tools including hand hacksaw frames, hacksaw blades for hand hammers up to 5 lbs., sledge hammers 6 lbs. and above, hand and breast drills, hand grinders, screw drivers, chisels and punches, adjustable spanners, pliers, stamp figures and letters, fitters' vises, pipe cutters, pipe wrenches, pipe screw dies, taps and dies, reamers, anvils, ratchets, files. Wood working hand tools, such as augers, hand saws, circular saws, chisels, planes, braces, bits, carpenters' vises, clamps, adzes. Approx. $1500. S/A No. 223087. Loan No. 391-H-066. U.S. source. Bid deadline October 28. Gillanders Arbuthnot & Co. (Pakistan) Ltd., P.O. Box No. 271, Attar Singh Bldg., The Mall, Lahore. SBC-406.

■ Metal cutting power saws, all types filing and sawing machines, abrasive and cutting machines; electric welding machines and equipments; gas welding machines and equipments; auto repair and garage machinery; testing machines for workshops and engineering laboratories; hoists and cranes for workshop use; machine tool accessories such as driving head, rotary table, slotting attachments and indexing attachments; portable pneumatic tools; portable electric tools; small tools such as twist drills, twist drill sleeves, thread cutting equipment, milling cutters. machine reamers and taps; tip tools and tool bits; band saw for machine, die heads and chasers, lathe tool holders, lathe carrier, arbors, collects, boiler tube tools, tube expanders, soldering iron, polishing head, bolt cutter and nut splitters; lubricating equipments; measuring instruments and gauges, measuring scales, precision measuring instruments, screw gauges, calipers, verniers, protractors, square and angle gauges, speed indicators, surface gauges, spirit levels, temperature recording instruments and pyrometers; industrial exhaust fans and blowers. Approx. $3,700. S/A No. 223087. Loan No. 391-H-066. U.S. source. Bid deadline October 28. Gillanders Arbuthnot & Co. (Pakistan) Ltd., P.O. Box No. 271, Attar Singh Bldg., The Mall, Lahore. SBC-406.

■ Electric motors; pumping sets; stationary type petrol or kerosene engine; air compressors with tanks and electric motors; car lifts; refrigerators and deep freezers; air conditioners; parts and accessories of refrigeration machinery; parts and accessories of air conditioning plant; parts and accessories of petrol engines; spare parts and accessories for air compressors; machinery and construction. Approx. $9,000. S/A No. 355891. Loan No. 391-H-066. U.S. source. Bid deadline October 28. Khokhar & Co., Ltd., 75 Brandreth Rd., Lahore. Cable: FLYINGSTAR, Lahore.★ SBC-406.

363 Household Appliances

FRANCE—Hemming machines for handkerchiefs; requests replies in French. Manufacturer Parisienne de Mouchoirs Fantaisie (manufacturer), 24 rue St-Lazare, Paris 9e. WTD 2/20/63.

GIBRALTAR—Small electric appliances. Alfrend Electrical (wholesaler, retailer), 4 Carrera's Passage, Gibraltar. WTD 9/6/63.

IRAQ—Household refrigerators, mechanical washers and dryers. Sami Hassan Allawi, (importer, wholesaler), United Bank of Iraq Bldg., Second Floor, Bank St., Baghdad. WTD 9/13/63.

NETHERLANDS—Cooking ranges for domestic use; operating on natural gas; Direct purchase and agency. N.V. Handel Maatschappij van Santen & Co., 555 Heerengracht, Amsterdam. WTD 2/1/62.

364 Electric Lighting, Wiring Equipment

GIBRALTAR—Fluorescent lighting equipment. Alfrend Electrical (wholesaler, retailer), 4 Carrera's Passage. WTD 9/6/63.

■ **GREECE**—Fluorescent lamps, 40, 32 and 22 watt, 110 volts, total $48,000. Also interested in colorful lamps such as Globottles. fas New York. Loan No. 240-H-028. U.S. Source. Quotations desired by November 2. Eteria Lampiron Zenith, S.A., 8, Voulis St., Athens. SBC-408.

PANAMA — Insulators; requests catalogs, price lists from manufacturers; replies in Spanish. Vila Hermanos, S.A. (importer, retailer, wholesaler, commission merchant), P.O. Box 722, Panama. WTD 9/19/63.

SINGAPORE—Motorcycle and bicycle lamp bulbs—12V-6w; requests replies from manufacturers/suppliers with price quotations cif Singapore. Quantity required—about 1 million pcs. a mon. Chu Cheong Co., Ltd., (importer, wholesaler, retailer, exporter), P.O. box 1151, 211-A Victoria St., Singapore 7.

365 Radio and Television Receiving Sets, Except Communication Types

FRANCE—High fidelity stereophonic sets and accessories. Heugel & Cie (importer, dealer), 2bis rue Vivienne, Paris 2e. WTD 9/23/63.

GUATEMALA—Radio receivers and parts. Direct purchase and agency. Electronica Guatemalteca, Engel, Moller y Cía. Suc. Robert W. Engel, Apartado Postal 514,—"ENGMO", 13 Calle 5-59, Zona 1, Guatemala City. WTD 9/19/63.

NETHERLANDS—Magnetic recording tape. M. Isler, Import-Export, P.O. box 450, Amsterdam.

366 Communication Equipment

FRANCE—Marine wireless telephone equipment; requests replies in French. Radio Labelec-Laboratoire Electronique Mediterraneen (importer, dealer), 6 rue des Freres Pradignac, Cannes (Alpes Maritimes).

Transmitters, receivers, radio communication; broadcast equipment, including amateur broadcasting equipment. Direct purchase and agency. Electronica Guatemalteca, Engel, Moller y Cía. Suc. Robert W. Engel, Apartado Postal 514,—"ENGMO," 13 Calle 5-59, Zona 1, Guatemala City. WTD 9/19/63.

ITALY—Electronic traffic signals. Direct pur-

chase and agency. La Telefonica di Oreste Meles (manufacturer), Via Marazzoni 10, Milan. WTD 8/26/63.

● **PAKISTAN**—Supply of 160 battery elimination and associated equipment for telephone exchanges. Purchase No. 7-7/63/505, bid deadline November 5. Purchase Coordinating Officer, Directorate General of the Pakistan Telegraph and Telephone Department, Block No. 48-A, Shahrah Iraq, Karachi.★ (Area Code 202, Tel: WO 7-4823).

● **SUDAN**—Supply of 500 magneto telephone sets. Contract No. 164, bid deadline November 16. Controller, Stores and Workshops, Department of Posts and Telegraphs, Light Industrial Area, Khartoum South.★ (Area Code 202, Tel: WO 7-4823).

● **TAIWAN**—Supply of one 9-channel voice frequency telegraph multiplex terminal, 7 voltage regulators, and 12 teleprinters with associated equipment. Tender No. GF3G-16842, bid deadline October 28. Central Trust of China, Purchasing Dept. 68 Yen Ping S. Rd., Taipei.★ (Telephone: 202-WO 7-4823).

367 Electronic Components, Accessories

GUATEMALA—Electronic components and hand tools. Direct purchase and agency. Electronica Guatemalteca, Engel, Moller y Cía. Suc. Robert W. Engel, Apartado Postal 514,—"ENGMO," 13 Calle, 5-59, Zona 1, Guatemala City. WTD 9/19/63.

NETHERLANDS—Electronic rotary switches used in the manufacture of oscilloscopes and testing equipment. Direct purchase and agency. N.V. Handel Maatschappij van Santen & Co., 555 Heerengracht, Amsterdam. WTD 2/1/62.

369 Miscellaneous Electrical Machinery Equipment and Supplies

● **BURMA**—Battery charging sets, 45 gasoline engine driven, 30 diesel engine driven and 750 electric, various watts. Tender No. NIV/17/G-3 (63-64), bid deadline November 4. Civil Stores Committee (1) St. John's Rd., Rangoon.★ (Tel: 202, WO 7-3294).

371 Motor Vehicles, Motor Vehicle Equipment

CEYLON—Leaf springs, U-Bolts, center bolts, bolts and nuts, mufflers, shackle pins and bushes, brake linings, king pins, clutch linings, pistons, piston pins, cylinder linings. The South East Asia Import & Export Co., (importer), 228 Fourth Cross St., Colombo 11. WTD 9/25/63.

■ **CHINA**—Brackets, ends, front axles, disc wheels, wheel nuts, brake drums, brake drum bolts, brake drum lockwashers, wheel hubs, wheel hub bolts, wheel bearing cones, grease guards, hub caps, brakedrum nuts. Various part numbers, quantities. Cif Keelung, delivery before December 31. PA No. 484-000-253-3206. U.S. source. Quotation deadline October 27. Wayfoong and Co., Ltd., P.O. box 14, Taipei. Cable, WAYFOONG. SBC-411.

EGYPT—Modern heavy duty trucks for freight transportation. Requests catalogs, price lists and terms of payment. Societe Hassan d'Enterprises Commerciales (inland freight transportation), 23, Midan El Tahrir, Alexandria. WTD 9/24/63.

● **GREECE**—Tire inflation apparatus with pressure gauge, one; portable oxygen cutting and welding units, two; socket wrench sockets, 5 sets; torque wrenches, 12 sets and five sets of drills. Tender No. B/694/63, bid deadline November 8. Ministry of Commerce, State Purchases Directorate "B", Socratous St., Athens.★ (Telephone: 202-WO 7-3294).

■ **INDIA**—Bearings, for Ford trucks, Jeep, Chevrolet, Leland; king pin units, Plymouth, Fargo vans and Jeeps; carburetors, Plymouth and Jeep; U.J. kits; transmission parts, clutch discs; starter drive assemblies; fuel pump kits; accessories; electrical parts; vacuum power brake assemblies and parts. Various part numbers, and descriptions. Quantities will be decided after receipt of quotations. Import License No. 085966/63/EI/M/L-I. Reference No. 60(497)/63-AID(1)/082. Loan No. 386-H-082. U.S. source. Quotations desired by November 25. T. V. Sundram Iyenger & Sons Private Ltd., West Veli St., Madurai 1.★ SBC-408.

■ **INDIA**—Assembled auto push button operated Star/Delta contactor starters for 40 hp., 440 volts, 3 phase, 50 cycle motors, 40 Nos.; same except for 60 hp., 30 Nos.; same, 80 hp., 30 Nos.; contactor starters for 20 hp., 440 volts, 50 cycles, 3 phase motors, 30 Nos. Import License No. A.586692/61/AU/DW/CCI/HQ/RM/L-II(E). Loan No. 217. U.S. source. Ref. No. 65(309)/63-AID(1). Quotations desired by November 18. M/s Walchandnagar Industries Ltd., Construction House, Ballard Estate, Bombay 1. Cable: WALSAKHAR, WALCHANDNAGAR. SBC-408.

JORDAN—Heavy duty truck spare parts (all types). Mr. Adel Saleem Abyad, (importer, wholesaler, retailer), Brake Service Co., Station Road, Mafraq el Naser, Amman. WTD 9/23/63.

372 Aircraft, Parts

■ **INDIA**—Instrument landing systems, complete with spare parts, 2 sets. Tender No. S/169/AID. Loan No. 386-H-082. Bid deadline November 7. U.S. source. India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008, where specifications, conditions may be obtained. Material required by Director General Civil Aviation, New Delhi. SBC-402.

373 Ship and Boat Building and Repairing

FRANCE—Pleasure boats and accessories. Societe Mazura-Herson Bel (manufacturer, importer, agent), 67bis quai Branly, Paris 8e. WTD 5/15/63.

ITALY—Motorboat accessories. Osculati Emilio (importer, manufacturer), Via Legnano 10, Milan. WTD 8/1/63.

Agency only: Pleasure boats and accessories. Internautica (agent), Viale Tunisia 39, Milan.

374 Railroad Freight Cars

● **NEW ZEALAND**—Railways issued worldwide tender for 500 steel box cars, 3' 6" gauge, class "KP." Tender documents (REF: S/63/682/13), may be reviewed in Transportation Equipment Division, BDSA., Dept. of Commerce, Wash., D.C., 20230 (Tel: WO 7-4816), or may be obtained (with necessary drawings) from New Zealand Government Railways, Comptroller of Stores Office, Private Bag, Wellington, C.1, New Zealand, for £50.0.0 New Zealand ($140), plus air mail charges, not refundable. Bid deadline November 27, 1963.

381 Engineering, Laboratory, and Scientific and Research Instruments

FRANCE—Aircraft navigational instruments, electronic aircraft equipment. SERIMA-Societe d'Entretian & De Reparation Industrielle de Materiel Aeronautique (repair and maintenance of aeronautical equipment), 2 Quai Gallieni, Suresnes, Seine. WTD 9/23/63.

Nautical instruments and accessories. France International Representation (importer, dealer), 51 ave Aristide Briand, Arcueil, Seine. WTD 1/9/63.

■ **INDIA**—Optical flat, pyrex, dia. 130 mm., accuracy 1/10 of wave length, cat. No. M407-130PA, quartz monochromator, range 0.185-3u, effective speed f/4.22 at 1850, with camera attachment, No. 1234-150 & 150A; quartz monochromator with thermopile attachment, range 0.185-3u, effective speed f/4.22 at 1850 a, No. 1234-150, provided with mounting L 170M, or equivalent; thermopiles, 2, 1.5 mm. wide and 16 mm. long, L-234 vtbs; mercury laboratory arc, for ultraviolet work, #L512, 2A & 2B, 3, with replacement bulbs, 3 each. Inquiry No. 538. Requisition No. 1057-Phys./210/R-160-Phys./205/R-155-Phys./203-Phys./2.1/R-151.

■ Vitreosil laboratory ware, including basins with spout, ref. Nos. B 1, 9, 10, 12, total 41; transparent T/A1/15), B 1, 9, 10, total 7; crucibles, C 3, and A3/170, total 41; tubing, rods and flasks for vitreosil, 20 items. Various numbers, quantities. Inquiry No. 513. Req. No. 1051 Chem 43.

Both the above are limited worldwide (898) Quotations desired by November 4. Educational Services, Inc., Kanpur Indo-American Program, 164 Main St., Watertown, Mass. Attn: Mr. Robert E. Johnson, Purchasing Agent, where quotations are to be submitted. SBC-398.

■ Thermoanalyzer, accessories, manufactured by American Instrument Co., or equal, for operation on 220, 50 cycles, including thermocouples. Inquiry No. 503. Requisition No. 1050-Chem., 42.

■ Research polarizing microscope and accessories, American Optical Co., or equal; interference filters, Bausch & Lomb Optical Co., or equal, various descriptions, quantities. Inquiry No. 532. Requisition No. 1058 Phys/180/R-131, Phy/147/R115.

Both the above are limited worldwide (898) source. Quotations desired by November 4. Educational Services, Inc., Kanpur Indo-American Program, 164 Main St., Watertown, Mass. Attn: Mr. Robert E. Johnson, Purchasing Agent, where quotations are to be submitted.★ SBC-398.

■ Laboratory equipment, including Ramsbottom coke bulb, vacuum distillation flask, penetration needles, and Ubbelholde viscometers, 113 items. Import License No. A969151/62/AU-NS/CCI/B. Reference No. 51(278)/63-AID.III. Loan No. 217. U.S. source. Esso Standard Refining Co. of India, Ltd., P.O. box 355, Bombay 1. Quotation date November 12. Address all quotations to: Mr. R. Rowley, Esso International, Inc., New York 19, N.Y.★ SBC-408.

■ Spherometers, 2; Tesla coils workable at about 150,000 volts, 2; polarization specimens, 2 sets each consisting of 3 specimens; kinetic theory apparatuses, 3; specific charge of electron apparatuses, 3; spectrometer, concave grating, Rowland mount, 1; electromagnetism apparatuses, 3; Faraday effect apparatuses with electromagnet and Farraday effect attachments, 3; Millikan-Palmer oil drop appara-

tuses, 3; microwave optics equipment and accessories, 6; Cenco or equal. Requisition Nos. 1057; Phys./212/R-162; Phys./202/R-152; Phys./228/C-54; Phys./216/R-166; Phys./229/C-55; Phys./227/C-53; Phys./225/C-51; Phys./226/C-52; Phys./230/C-56; Phys./221/R-161. Limited Worldwide (898). Quotation deadline November 4. Educational Services Inc., Kanpur Indo-American Program, 164 Main St., Watertown 72, Mass. Attn: Mr. Robert E. Johnson.★ SBC-407.

ITALY—Navigation instruments for motorboats; requests replies in French. Osculati, Emilio, (manufacturer, importer), Via Legnano 10, Milan. WTD 9/1/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

ENGLAND—Automatic temperature controls for domestic appliances. Appliance Components, Ltd., (sales agent), Martin Rd., Cordwallis Industrial Estate, Maidenhead, Berkshire. WTD 8/26/63.

FRANCE—Electronic control and measuring equipment, high quality; requests replies in French. Audiola (manufacturer, dealer), 150 ave de Saint-Ouen, Paris 18e. WTD 5/15/62.

Regulation and control equipment, for gases and fluids, for medium and high pressure, automatic and non-automatic; requests replies in French. Direct purchase and agency. Societe Gestra (importer, dealer), 19 rue Maurice Berteaux, Ivry-sur-Seine. WTD 8/8/63.

Measuring instruments for measuring vibrations, acceleration, speed, motion. Prodera (manufacturer), 36 bld de la Bastille, Paris 12e. WTD 8/31/62.

Electrophoresis, chromatography and other laboratory equipment; requests replies in French. Direct purchase and agency. Medi-Sciences (importer, dealer), 115 rue de Javel, Paris 15e. WTD 3/19/63.

■ **INDIA**—Strain meters, type CS 25.C, 426 Nos.; joint meters type CJ-SE with socket, type CJ5-IC, 12 nos.; strain measuring set type CM-4F with spare galvanometer, 4. Loan No. 34. Tender No. S/165/AID. Bid deadline November 6. U.S. source. India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008, where specifications, conditions are available. Required by Kerala State Electricity Board, Trivendrum. SBC-402.

SINGAPORE—Thermostats; requests replies from suppliers with price quotations cif Singapore. Tong Kian Co., (importer, exporter, wholesaler, retailer, manufacturer), 80 Orchard Rd., Singapore 9. WTD 9/24/63.

Refrigeration controls; requests replies from suppliers with price quotations cif Singapore. Tong Kian Co., (importer, exporter, wholesaler, retailer, manufacturer), 80 Orchard Rd., Singapore 9. WTD 9/24/63.

384 Surgical, Medical, Dental Instruments

■ **COSTA RICA**—Dental instruments such as forceps, root throwers, mouth openers, cheek retractors, various tweezers, chisels, scalpels, needles and holders, spatulas, cutting instruments, filling instruments, excavators, and clamps; 175 items, various quantities. Invitation No. 5526. Bid deadline November 16.

■ Miscellaneous equipment for children's hospital, such as projection screens, projectors, cash registers, hotplates, wastebaskets, Baumanometers, drinking sets, cassettes, illuminators, utility tables, laboratory pumps, scissors, dust pans, mops and brooms; 105 items, various quantities. Invitation No. 5525. Bid deadline November 15.

Both the above for PIO/C No. 515-55-919-9-1-70124. Limited Worldwide (901). Proveeduria Direccion General de Asistencia, Apartado No. 745, San Jose. Copies of the Invitation to Bid and detailed specifications may be obtained from the Embassy of Costa Rica, 2112 S St., NW., Washington, D.C., Attn. Mr. Hernandez. SBC-407.

386 Photographic Equipment Goods

FRANCE—Photographic and cinematographic equipment, all kinds. Dima-Phot, Societe de Distribution de Materiel Photographique Cinematographique & Optique (manufacturer), 16 rue Clement Marot, Paris 8e. WTD 9/12/62.

GIBRALTAR—Motion picture and still picture equipment and supplies for home use. Alfrend Electrical (wholesaler, retailer), 4 Carrera's Passage, Gibraltar. WTD 9/6/63.

393 Musical Instruments

NETHERLANDS—Electronic organs. M. Isler, Import-Export, P.O. box 450, Amsterdam.

394 Toys, Amusement, Sporting Goods

ENGLAND—Underwater diving equipment for sports and commercial purposes. Direct purchase and agency. A. Tillbrook & Co., Ltd., (importer), Hartington Rd., London, N.17. WTD 9/30/63.

FRANCE—Fishing articles, all kinds, sea and river. Direct purchase and agency. S.A. des Ets. Barthes (manufacturer), 20 rue Jules Charpentier, Tours (Indre & Loire). WTD 11/9/62.

GERMANY—Camping articles. Hans Dieffenbacher KG (manufacturer), 75 Karlsruhe-West, Postfach 4067.

395 Office, Artists' Materials

FRANCE—Office supplies and equipment of various types; requests replies in French. Direct purchase and agency. Grog & Cie (importer, dealer), 37 ave George V, Paris. WTD 12/12/62.

SWEDEN—All kinds of office supplies. Direct purchase and agency. Adexa AB, Box 101, Pixbo.

396 Costume Jewelry, Novelties, Buttons, Notions

HONG KONG—Imitation jewelry of all types; cuff links; tie pins; requests replies from manufacturers. Mansion Trading Co. (importer, exporter), 1310 Liu Chong Hing Bank Building, Hong Kong. WTD 9/20/63.

JAMAICA—Full range of novelties; importer requests replies from manufacturers only. Direct purchase and agency. G. W. Bernard and Sons, (importer, retailer, wholesaler, manufacturers' representative), 74 Spanish Town Rd., Kingston 13. WTD 9/13/63.

GIBRALTAR—Novelty jewelry such as earrings, tie pins and cuff links. H. T. Viroomal & Co. (commission agent), 29 City Mill Lane, Gibraltar. Cable address: Lila.

MOROCCO—Needles: types used in shoe industry. S.T.A.G. (Société des Tanneries Grard), (tanner), Km. 5.400 Boulevard Moulay Ismail, Casablanca. WTD 5/13/63.

SOUTH AFRICA—Hairpins; requests replies from manufacturers. PAC Distribution, (importer, distributor, indent agent), P.O. box 10312, Johannesburg.

399 Miscellaneous Manufacturing Industries

AUSTRALIA—High-quality metal giftware items. Prices fob nearest port or cif Sydney. Miss J. Dowdle, Buyer (retailer), Beard Watson & Co., Ltd., 359-363 George St., Sydney, N.S.W. WTD 6/25/63.

High-quality wood giftware items; prices fob nearest port or cif Sydney. Miss J. Dowdle, Buyer (retailer), Beard Watson & Co., Ltd., 359-363 George St., Sydney, N.S.W. WTD 6/25/63.

Decorative wall plaques and related wall decorations. Prices fob nearest port or cif Sydney. Miss J. Dowdle, Buyer (retailer), Beard Watson & Co., Ltd., 359-363 George St., Sydney, N.S.W., WTD 6/25/63.

● **BURMA**—Supply of fire extinguishers as follows: 140 soda acid conical; 100 soda acid cylindrical type; 14 soda acid turnover type; 240 foam type; 240 C.T.C. double acting pump; 40 C.T.C. double acting revolving pump; 100 CO_2 water with flexible hose. Tender No. GH/40/G-11(63-64), bid deadline October 29. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Tel.: 202-WO-7-2939)

FRANCE—Rack bagged merchandises, toys and novelties under 5 cents apiece. Societe Eurafricaine de Participation (importer, dealer), 20 rue de l'Arcade, Paris 8e. WTD 9/11/63.

GERMANY—Electric tooth brushes. Hessische Hoelzerwerke Heinrich Schlerf GmbH, Waldmichelbach, Neustadt 2. WTD 9/27/63.

JAPAN—Amusement machines, skill games, coin operated. Direct purchase or agency. Requests replies and catalogs with prices cif Japan. Universal Trading Co., Ltd. (exporter, importer), Meiten Ichigo Bldg., 25 Tenmacho, Hamamatsu City, Shizuoka Prefecture. WTD 9/10/63.

NETHERLANDS—All types of decals and transfers made of acetate, mylar, vinyl, aluminum and paper, for all uses. Direct purchase and agency. Zoomers & Zoomers, (importer), 382 Marnixstraat, Amsterdam.

SOUTH AFRICA—All types of advertising novelties and trade gifts. Direct purchase and agency; requests catalogs and price sheets from manufacturers only. M. L. Savage (Pty.) Ltd., (importing jobber), 8-11 Langwyn House, Main Rd., or P.O. Box 77, Wynberg, C.P. WTD 9/13/63.

SWEDEN—Advertising window displays and gift articles. Direct purchase and agency. Adexa AB, (agent), Box 101, Pixbo.

Greek government wants bee-comb foundations

The Agricultural Bank of Greece, Athens, Greece, wishes to purchase 800,000 single-ply bee-comb foundations. The bid deadline for this tender is November 7.

A copy of the tender, No. 1790 including terms and specifications may be obtained by firms located in the U.S. from the ACME Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202—WO 7-4317).

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, Preserving Foods

ITALY—Frozen chicken meat, frozen turkeys. Dr. Rinaldo Morasso, (importer, wholesaler), 10/17 via Federico Delpino, Genova. WTD 4/12/63.

209 Food Preparations

FRANCE—Honey, all kinds. Eugene Fontaine, (commission agent), 7 Villa d'Italie, Vincennes, Seine. WTD 1/10/63.

ITALY—Soybean and peanut oils. Dr. Rinaldo Morasso, (importer, wholesaler), 10/17 via Federico Delpino, Genova. WTD 4/12/63.

220 Textile Mill Products

FRANCE—Fabrics for the manufacture of sport clothes, raincoats, trousers; requests replies in French. Anta, (manufacturer), 12 rue Saint-Fiacre, Paris 2e. WTD 3/4/63.

SOUTH AFRICA—Men's suitings, raincoat fabrics, fancy shirtings including printed suede flannelettes; printed flannelettes for men's nightwear; printed winceyettes and flannelettes for women's nightwear; children's printed and woven winceyettes and flannelettes; women's dress fabrics, printed cottons, printed synthetics, printed knitted dacron, fancy woven rayons, foam backed knitted woven fabrics; cloths suitable for lingerie trade particularly printed cottons and synthetics; also furnishing and upholstery fabrics; requests responses from manufacturers only. Exclusive representation desired. W. Chappell & Co., (Pty.), Ltd., (manufacturers agent), 41 Maurcon House, 68/72 Barrack St., P.O. box 862, Cape Town.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

AUSTRALIA—Fiberglass textiles for curtains, drapes. Michael Bertram, managing director, Bertram Trading Co., Pty. Ltd. (wholesaling stock merchant), 180 Elizabeth St., Sydney, N.S.W. WTD 5/20/63.

229 Textile Goods

FRANCE—Synthetic fiber and cotton wastes. Gerard Thieffry Herbaux, (importer, commission merchant), 108 rue de Roubaix, Toufflers, Par Landy, Nord. WTD 11/21/62.

SOUTH AFRICA—Trimmings, lace for lingerie; requests replies from manufacturers only. Exclusive agency. W. Chappell & Co., (Pty.), Ltd., (manufacturer's agent), 41 Maurcon House, 68/72 Barrack St., P.O. box 862, Cape Town.

230 Apparel

FRANCE—Men's shirts, underwear. Robert Vorms, (manufacturer's agent), 87 rue Pierre Demours, Paris. WTD 12/4/62.

239 Fabricated Textile Products

SOUTH AFRICA—All types of furnishing and curtaining fabrics, particularly latex-backed upholstery fabrics; requests responses from manufacturers only. Desires exclusive agency for the whole of South Africa. D.S.M. MacDonald, (Pty.), Ltd., (manufacturer's agent), 3 Green St., P.O. box 2494, Cape Town.

242 Sawmills, Planing Mills

ITALY—Fir and hemlock lumber, pitchpine, rough and dressed. Forestal Trading, di F. Givone & C., 11, via Volta, Turin. WTD 9/23/63.

243 Prefabricated Structural Wood Products

GERMANY—Prefabricated wooden houses, prefabricated building sections, prefabricated building panels. Hermann Tillmanns Domus Fertighaus G.m.b.H., Karlsruhe, Riefstahlstrasse 4. WTD 9/24/63.

262 Paper Mills, Products

FRANCE—Wrapping and packing supplies, all kinds, processed or unprocessed; requests replies in French. Ets. Peckre Freres & Turpin, (importer, exporter), 153 rue Nationale, Tourcoing, Nord. WTD 10/25/62.

266 Building Paper, Building Board Mills, Products

ITALY—Insulating materials, (sound and fire proof) for building construction. S.I.S., (importer, manufacturer), via Gabetta 2, Voghera (Pavia). WTD 4/9/63.

277 Greeting Card Manufacturing

FRANCE—Greeting cards; requests replies in French. O. Schneider & Cie, (printer), 35 ave Matignon, Paris 8e. WTD 10/25/62.

281 Industrial Chemicals

BRAZIL—Sulfur, sodium chlorite, pentaerythritol, dibutyl phthalate, maleic anhydride, ethylene glycol, ethylene glycol monoethyl ether, lithopane, titanium dioxide, phthalic anhydride. Sales agency on a commission basis. J. H. Moreira S.A. Comércio e Representações, (importer, distributor, agent), Caixa Postal 3239, São Paulo.

282 Synthetic Materials

FRANCE—Synthetic fibers for textiles, other purposes. Ets. Odelin & Catry, (processor, wholesaler, importer), 14 rue de Courcelles, Paris.

TURKEY—Polyvinyl chloride, polyethylene, polystyrene compounds; requests replies in French. M. E. Petrini & Co., Alyanak Han 3, Asirefendi Cad., Istanbul, Turkey, P.K. 587, Istanbul. WTD 8/27/62.

285 Paints, Varnishes, Lacquers, Enamels

FRANCE—Industrial paints, including those used in building. Societe des Peintures & Vernis Marcolac, (manufacturer), 41 quai de Bonneuil, Saint-Maur, Seine. WTD 9/11/63.

289 Chemical Products

BRAZIL—Carbon black. J. H. Moreira S.A. Comércio e Representações, (importer, distributor, agent), Caixa Postal 3239, São Paulo.

307 Plastics Products

GERMANY—Household kitchenware made of plastics of all kinds; requests offers from manufacturers only with price quotations cif European ports; requests replies in German. Karl Wiegel, (wholesaler, agent), 126 Muelheimer Freiheit, 5 Koeln-Muelheim. WTD 9/4/63.

NETHERLANDS—New plastic products for household, kitchen use. J.H.B. Wiggers, 13 Louise de Colignystraat. Doetinchem.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

TURKEY—Vinyl asbestos floor tiles. Requests replies from manufacturers only. Constantin Th. Theodoropoulos, (sales agent), Isik Han No. 26, Okcu Musa Cad. 80, Galata, Istanbul, P.O. box 170—Galata. WTD 7/13/61.

331 Steel Mill Products

GERMANY—Tinplate. Exclusive agency. Willy Harfst & Co., (sales agent), Jungfernstieg 34, Hamburg 36.

335 Rolling, Drawing, Extruding of Nonferrous Metals

GERMANY—Sheets, rods, wire. Exclusive agency. Willy Harfst & Co., (sales agent), Jungfernstieg 34, Hamburg 36.

342 Cutlery, Hand Tools, General Hardware

GERMANY—Patented screw mechanism to adjust (raise and lower) dining tables; requests replies in German. Werner Beneke, 643 Bad Hersfeld, Eichhodstr. 8.

ITALY—Automotive body tools, cold chisels, ball peen hammers, electric and non-electric soldering irons, pipe wrenches, pliers, hand scrapers, screw drivers, screw driver bits, nonsparking tools, files, precision files, saws, metalworking saw blades, and other hand tools and accessories. Momat, Macchine Utensili, (agent), via Bizozzero 10, Turin.

NETHERLANDS—New products for household, kitchen use; iron ware as sold in retail shops. J.H.B. Wiggers, (importer, exporter, agent), 13 Louise de Colignystraat, Doetinchem.

343 Heating Apparatus, Plumbing Fixtures

GERMANY—Fuel oil stoves for domestic purposes; requests offers from manufacturers only with price quotations cif European ports. Requests replies in German. Karl Wiegel, (wholesaler, agent), 126 Muelheimer Freiheit, 5 Koeln-Muelheim. WTD 9/4/63.

346 Metal Stampings

NETHERLANDS—Kitchen ware, household products. J.H.B. Wiggers, 13 Louise de Colignystraat, Doetinchem.

349 Fabricated Metal Products

FRANCE—Special cocks and taps for corrosive chemicals. M.A.T.I.M.C.O.—Materiel pour l'Industrie, les Mines & la Construction (importer, dealer, agent), 163 rue du Faubourg St-Honore, Paris 8e. WTD 8/3/62.

351 Engines, Turbines

TURKEY—Diesel engines. Requests replies

from manufacturers only. Constantin Th. Theodoropoulos, (sales agent), Isik Han No. 26, Okcu Musa Cad. 80, Galata, Istanbul, P.O. box 170, Galata. WTD 7/13/61.

353 Construction Machinery

ENGLAND—Public works equipment, especially hydraulic types, including lorry and mobile cranes. Desires agency for U.K., Europe, Middle East, or any part thereof. Tubus, Ltd., (exporter, importer, commission merchant), 27A Bootham, York, Yorkshire.

ITALY—Cranes, winches, hoists. Fork lift trucks. Franco Melano, (manufacturers' agent), Corso M. D'Azeglio, No. 106, Torino. WTD 2/13/63.

MOROCCO—Drilling and ancillary equipment for use in mineral, petroleum, and hydrogeological prospection and exploration; requests replies from manufacturers in French. F. Pignal (importer), 29, Boulevard Girardot, Casablanca. WTD 9/9/63.

SWITZERLAND—Construction machinery. P. Müller & Co., (importer), Oberdorfstrasse 45, Horgen/ZH. WTD 9/19/63.

354 Metalworking Machinery

GERMANY—Garage and automobile repair shop equipment, automobile accessories. Carl Walter Seibel, (sales agent), 6901 Wilhelmsfeld ueber Heidelberg/Neckar, Bergstrasse 56. WTD 4/23/62.

Automatic metal and plastic processing machinery. Price range $1,250 to $25,000; requests replies in German. Werner Beneke, 643 Bad Hersfeld, Eichhofstr. 8.

ITALY—Automatic chucking lathes, automatic screw lathes, and automatic between-center lathes; drilling machines, grinding and polishing machines, sawing machines, tapping machines, threading machines, milling machines, metal cutting dies, metalworking punches, special design tools and metalworking tools. Desires exclusive agency. Momat, Macchine Utensili, (agent), via Bizozzero 10, Turin.

SWITZERLAND—Tools for wood and metal processing. P. Müller & Co., (importer, representative), Oberdorfstrasse 45, Horgen/ZH. WTD 9/19/63.

355 Special Industry Machinery

FRANCE—Photogravure and line-engraving machinery equipment; requests replies in French. Les Procedes Dorel, (importer, wholesaler), 45 rue de Tocqueville, Paris 17e. WTD 10/23/62.

Folding machines, stitching machines, cardboard fastening machines. Societe de Construction D'Outillage Moderne—Scomm, (manufacturer), 8 rue des Gardinoux, Aubervilliers, Seine. WTD 10/29/62.

SWITZERLAND—All type of machinery, tools used in the woodworking industry. P. Müller & Co., (importer, representative), Oberdorfstrasse 45, Horgen/ZH. WTD 9/19/63.

356 General Industrial Machinery

FRANCE—Special pumps for petroleum and chemical products; centrifugal or alternate compressors for special fluids. M.A.T.I.M.C.O.-Materiel pour l'Industrie, les Mines & la Construction (importer, agent), 163 rue du Faubourg St-Honore, Paris 8e. WTD 8/3/62.

GERMANY—Accessories for fuel-fired furnaces, such as valves, filters, industrial and commercial; requests replies from U.S. manufacturers only with price quotations c.i.f. Rotterdam. Siegfried Tschierschky, (wholesaler, agent), 19 Friedrichstrasse, 4 Duesseldorf. WTD 9/10/63.

TURKEY—LP gas converters. Requests replies from manufacturers. Constantin Th. Theodoropoulos, (sales agents), Isik Han No. 26, Okcu Musa Cad. 80, Galata, Istanbul. P.O. box 170—Galata—WTD 7/13/61.

357 Office Computing Accounting Machines

TURKEY—Typewriters, calculating machines. Constantin Th. Theodoropoulos, (sales agent), Isik Han No. 26, Okcu Musa Cad. 80, Galata, Istanbul. P.O. Box 170—Galata—WTD 7/13/61.

358 Service Industry Machines

GERMANY—Air conditioners, residential and commercial; requests replies from U.S. manufacturers only with price quotations c.i.f. Rotterdam. Siegfried Tschierschky, (wholesaler, agent), 19 Friedrichstrasse, 4 Duesseldorf. WTD 9/10/63.

360 Electrical Machinery, Equipment, Supplies

FRANCE—Electronic recording and indicating systems, perferably new types (amplifiers, transformers, capacitors, connectors, potentiometers, transistors). S. A. Blet, (importer, dealer), 132 Faubourg St-Denis, Paris 10e. WTD 5/22/63.

Electric precision instruments, devices: durometers, speed indicators, tachometers, altimeters, manometers, barographs. S.A. Blet, (importer, dealer), 132 Faubourg St-Denis, Paris 10e. WTD 5/22/63.

361 Electrical Transmission and Distribution Equipment

FRANCE—Precision cobuloscopes, voltmeters, control instruments used in manufacture of radios; requests replies in French. AUDIOLA (manufacturer), 150 Ave. de Saint-Ouen, Paris 18e. WTD 5/15/63.

362 Electrical Industrial Apparatus

FRANCE—Industrial electrical equipment, except motors and transformers. Bievrelec (importer, dealer, agent), 5 rue de Thionville, Lille (Nord).

SWITZERLAND—Welding machines, accessories. Exclusive agency. P. Müller & Co., (importer, representative), Oberdorfstrasse 45, Horgen/ZH. WTD 9/19/63.

VIETNAM—Electric motors, ½ to 50 hp., 1500 to 3000 rpm, one phase or three phase, 50 cycles ac. Diesel-engine driven generator sets, 10 to 200 kva, three phase, 50 cycles, 127/230 and 220/380 v. Saigon Motors, (importer, retailer), 178 Tran Hung Dao, Saigon. WTD 3/4/63.

363 Household Appliances

GERMANY—Household refrigerators and washing machines; requests replies from manufacturers only with price quotations c.i.f. European ports; requests replies in German. Karl Wiegel, (wholesaler, agent), 126 Muelheimer Freiheit, 5 Koeln-Muelheim. WTD 9/4/63.

364 Electric Lighting, Wiring Equipment

BELGIUM—Electrical appliances such as fluorescent desk lamps, any related household novelties. Simon Weisz, (importer, retailer, exporter, wholesaler), 126 Pelikaanstraat, Antwerp. WTD 8/5/63.

365 Radio, Television Receivers

GERMANY—Radio and television sets; requests replies from manufacturers only with price quotations c.i.f. European ports; requests replies in German. Karl Wiegel, (wholesaler, agent), 126 Muelheimer Freiheit, 5 Koeln-Muelheim. WTD 9/4/63.

IVORY COAST—Phonograph records, especially Afro-Cuban music. Exclusive agency. Requests replies in French. Melaine Bonny, (indent agent), B.P. 4173, Abidjan. WTD 9/26/63.

366 Communication Equipment

ISRAEL—Burglar alarm systems, devices; requests replies from manufacturers only. Exclusive agency. Technotrone, Ltd., 18 King George St., P.O. box 10, Tel Aviv.

Wireless paging system to trace persons from a central point by buzz signal or two-way talking on ultra-short radio waves; requests replies from manufacturers only. Exclusive agency. Technotrone, Ltd., (commission agent, manufacturer), 18 King George St., P.O. box 10, Tel Aviv.

369 Electrical Machinery, Equipment, Supplies

FRANCE—Car batteries; requests replies in French. Maurice Larchet (agent), 31 avenue Porte de Clichy, Paris. WTD 8/21/63.

371 Motor Vehicles, Motor Vehicle Equipment

BELGIUM—All types of trailer support, fixing, towing, hitching, braking and gas heating equipment, spare parts; requests replies in French. Bofor, S.P.R.L., (importer, distributor, sales agent), 72 Geerdegemstraat, Mechelen. WTD 9/19/63.

ISRAEL—Automobile air conditioners, complete units; requests replies from manufacturers only. Exclusive agency. Technotrone, Ltd., (commission agent, manufacturer), 18 King George St., P.O. box 10, Tel Aviv.

372 Aircraft Parts

ENGLAND—Aircraft, light executive type. Desires agency for Europe, Middle East or any part thereof. Tubus, Ltd., (exporter, importer, commission merchant), 27A Bootham, York, Yorkshire.

381 Engineering, Laboratory, Scientific Research Instruments

ISRAEL—Automatic medical laboratory and test instruments, equipment; requests replies from manufacturers only. Exclusive agency. Technotrone, Ltd., (commission agent, manufacturer), 18 King George St., P.O. box 10, Tel Aviv.

384 Surgical, Medical, Dental Instruments

VENEZUELA—Company wishes to act as

distributor for surgical, medical furniture, instruments, equipment, supplies. Tecnomed—J. Trapp C.A., (importer, distributor), Apartado (P.O. box 10489) Caracas, Sur 21, N° 11, Caracas. WTD 9/12/63.

386 Photographic Equipment

FRANCE—Papers for photogravure, photo diazo; requests replies in French. Les Procedes Dorel (importer, wholesaler), 45 rue de Tocqueville, Paris 17e. WTD 10/23/62.

394 Toys, Amusement, Sporting

FRANCE—Toys and games of all types, medium-priced, for infants and small boys and girls; educational novelties, gewgaws, and related lines; requests replies in French from manufacturers only. "Au Depart"-J. Martin, 16 Rue Esprit-des-Lois, Bordeaux, Gironde. WTD 10/3/63.

GERMANY—Sporting goods and camping articles. Peter Naeher K.G. (manufacturer, retailer, sales agent), 7419 Feldstetten/Wuerttemberg.

399 Manufacturing Industries

ISRAEL—Movement-without-motion devices, audio-visual systems for advertising and training purposes including educational; exclusive agency. Replies should include literature and price lists. Technotrone, Ltd., (commission agent, manufacturer), 18 King George St., P.O. box 10, Tel Aviv.

730 Business Services

CHILE—Credit rating, reporting agencies. Anibal Gajardo M., (insurance agent, industrial reporter, market surveyor), Estado 215, Oficina 203, Santiago. WTD 7/24/63.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ENGLAND—Geoffrey H. Dodsworth, chairman, Tubus Ltd., 27A Bootham, York, Yorkshire, interested in obtaining agencies in **public works equipment and light executive aircraft** fields; determining possibility of licensing company's **mobile tower crane** in the United States; establishing U.S. sales agencies for company's own products (lorry loader, forklift trucks and tower cranes). October 26 via Detroit for 7-14 days. c/o British Embassy, Washington, D.C., and British Consulates in New York, N.Y., and Detroit, Mich. Itinerary: Detroit, Chicago, Washington, New York.

FRANCE—Rene and Jean-Claude Pernin, representing Th. Pernin et Fils, 104 rue de Stalingrad, Montreuil-sous-Bois (Seine), France, interested in distributing in France or manufacturing under license, **equipment for distribution of motorfuels, fuel pumps, and related equipment;** also requests technical information for equipment for distribution of hydrocarbons, hose reels and counting mechanisms for meters. November 10 for 8 days. Itinerary: New York, Northbrook, possibly others.

GERMANY—Nikolaus Hoffmann and Werner Luft, representing Dr. Hellmuth Hoffmann KG, Bergstrasse 3, 4031 Homberg bef Ratingen, interested in agency and import of **technical products.** November via New York for two weeks. c/o R. Zimmer, 3 Cherry Rd., Berlin, N.J. Itinerary: New York, Chicago, Philadelphia.

Dr. Werner H. Strigel, representing IFO-Institute for Economic Research, Munich 27, 5 Poschingerstrasse, interested in **business and consumer surveys;** also requests technical information on value of information received by statistical methods applied in such surveys. Here for 6 weeks. c/o Department of Commerce Field Office, 61st Floor, Empire State Bldg., 350 Fifth Avenue, New York, N.Y. Itinerary: New York, New Haven, Cambridge, Schenectady, Detroit, Ann Arbor, Los Angeles, Santa Monica, Washington, Philadelphia.

IRAN—Mehdi Qoli Fathy, Engineer, Bama Mining Co., Isfahan, interested in **mining machinery and equipment** and requests technical information on mining operations. November 1 via New York for 1 month. c/o Hamid Fathi, 266 West Spring St., Youngstown 2, Ohio. Itinerary: New York, Youngstown, Denver.

JAPAN—Harunobu Katch, Director & Chief, Planning Department and Takashi Miyasugi, Chief, Hydraulic Equipment Sales Section, Wako Sangyo Co., Ltd., Katakura Bldg., 2 Kyobashi 3-chome, Chuo-ku, Tokyo, interested in introducing into Japan, U.S. techniques concerning manufacture of **industrial filters** used in motor vehicles, hydraulic equipment, oil refineries, steel rolling mills, water treatment plants, etc. Wishes to visit manufacturers in the field. Here for 4 weeks. c/o Gordon C. Fuller, manager, International Department, Racine Hydraulic & Machinery, Inc., 2000 Albert St., Racine, Wis. Itinerary: Racine, Chicago, Detroit, New York, Los Angeles.

NEW ZEALAND—Ian Gibbs, managing director, Australia & New Zealand Industrial Engineering Ltd., 34 Wellesley Street West, Auckland, interested in agency connections or licensing arrangements with U.S. firms in field of **engineering and process equipment** sales, principally for timber utilization, food processing, and dairy industries. Mid-October. Itinerary: New York.

SOUTH AFRICA—R. C. Taylor, representing Taylor Plastics, 601 CNA Bldg., Commissioner St., Johannesburg, interested in manufacturer-licensing arrangements for the manufacture of **plastic extrusion and injection molding and plastic electrical conduits and fittings.** November 10 via Los Angeles for 12 days. c/o American Express, Los Angeles, Cleveland, and New York. Itinerary: Los Angeles, Cleveland, New York.

URUGUAY—Carlos Alberto Castagnino, representing Arias, Sienra & Castagnino S.A., Av. Gral. Flores 2218, Montevideo, interested in studying possibilities of **selling Uruguayan-made shoes** in U.S. market. Here for 3 months. c/o 18 St. Albans Rd., Boston, Mass. Itinerary: Boston, New York, Atlanta, Philadelphia, Baltimore, Washington, Chicago, Miami, St. Louis, New Orleans.

WEST INDIES—Thomas A. Peake, representing Thomas Peake & Co., Ltd., 76 Henry St., Port of Spain, Trinidad, interested in contacting manufacturers of **household electrical appliances, air conditioners, industrial, engineering, and oilfield equipment.** Here for 3 months. c/o Walker Bros., Inc., 60 East 42d St., New York 17, N.Y. Attention: Mr. Salmon, vice president. Itinerary: Los Angeles, San Francisco, New York, Chicago, Milwaukee, Ohio, and New Jersey.

Shannon Airport wants simulated radar system

The Department of Posts & Telegraphs, Office of the Engineer-in-Chief, Dublin, Ireland, has issued tender request C/34, with a bid deadline of October 29, for the supply and supervision of installation of a simulated aircraft target control (A.T.C.) radar system to be installed at Shannon Airport, Ireland.

Tender forms and specifications should be obtained from the Office of the Engineer-In-Chief, Leitrim House, The Castle, Dublin, Ireland.

Copies of the specification may be obtained by firms located in the U.S. on a short-term loan basis, from the Electronics Division, BDSA-308, Rm. 4119, Department of Commerce, Washington, D.C., 20230. (Telephone: 202—WO 7-4036).

New Trade Lists

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated August unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by U.S. firms located in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Japan.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Turkey.

Aircraft and Aeronautical Equipment Importers and Dealers—Thailand.

Automotive Vehicle and Equipment Importers and Dealers—Panama, September.

Beverage, Alcoholic Manufacturers—Panama.

Boat and Ship Builders, Repairers and Chandlers—Venezuela, September.

Boot and Shoe Manufacturers—Peru.

Business Firms—Nepal, October.

Canneries and Frozen Food Producers and Exporters—Thailand.

Chemical Importers and Dealers—Turkey, September.

Confectionery Importers, Dealers and Manufacturers—Venezuela, September.
Cooperage and Containers Importers and Dealers—Ecuador.
Dairy Producers—Ecuador.
Dental Supply Houses—Uruguay, September.
Fertilizer Importers, Dealers, Manufacturers and Exporters—Bolivia, September.
Fertilizer Importers, Dealers, Manufacturers and Exporters—Haiti, September.
Fiber Producers and Exporters—Hong Kong, September.
Furniture Manufacturers—Panama, September.
Glass and Glassware Importers, Dealers and Manufacturers; Chinaware and Household Pottery Product Importers and Dealers—Mexico.
Hardware Importers and Dealers—Denmark, October.
Hardware Importers and Dealers—Guatemala, September.
Household Appliance Importers and Dealers—Israel, September.
Instruments, Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Japan, September.
Lumber, Plywood and Veneer Importers, Dealers and Exporters—Iran, September.
Meat Packing, Sausage and Casing—Uruguay.
Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Denmark.
Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Greece, September.
Petroleum Product Importers, Dealers, Producers and Refiners—Turkey, September.
Plastic Material Importers, Dealers and Manufacturers—Switzerland.
Sporting Goods, Toy and Game Importers and Dealers—Bolivia, September.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230 or telephone WO 7-4674 in Washington.

MALAYA—It is reported that Euco International is planning to build two hotels, in Kuala Lumpur. It is understood that at the appropriate time, offers from U.S. firms for certain types of equipment, i.e., elevators, refrigeration equipment, air conditioners, etc. will be considered.

PERU—The Peruvian Port Authority, (Dirrecion de Administracion Portuaria,) recipients of a new $1.5 million Alliance for Progress loan will purchase cargo-handling and port equipment for the following Peruvian ports; Ilo, Matarani, Chancay, Huacho, Supe, Salavery, and Paita.

Included among items to be purchased in the U.S. are trailers, tractors, fork lift trucks, cranes, belt conveyors, a tug and work boat, lighters, portable water pumps, fire fighting and maintenance equipment, spare parts.

Leads for Importers

Commodities are offered direct unless specified.

091 Fisheries

CEYLON—Ceylon Department of Fisheries, Galle Face, P. O. Box 531, Colombo 3, has available for export dried brown seaweeds, containing 2 to 30% alginic acid, which are suitable for algin manufacture. Samples will be sent to U.S. inquirers on request.

147 Chemical, Fertilizer Mineral Mining

THAILAND—Crude fluorspar of plus 90% purity quality. 1,000 to 1,500 tons available from stock each month. Shipped in bulk without packing. Universal Mining Co., Ltd., 865 Rama 1 Road, Bangkok. WTD 8/26/63.

203 Canning, Preserving Foods

CANADA—Canadian smoked salmon (slightly salty, packaged in 1-ounce clear plastic bags, 12 packages to one display card, for commercial use (hotels, motels, etc. serving liquor and beer). Only food and fish distributors' replies requested. John A. Begg Agencies, 664 Eckersley Road, Richmond, Vancouver, British Columbia. WTD 2/21/63.

208 Beverages

BRAZIL—Bulk Brazilian rum, white and gold label. Distilaria Medellin S/A, Praca Maua 7, 12 andar, sala 1217, Rio de Janeiro, Estado da Guanabara. WTD 9/19/63.

220 Textile Mill Products

SWEDEN—All types of textile goods. Agent interested in acting as purchasing agent for U.S. chain stores. Y. Berger & Co. AB, P.O. Box 133, Goteborg 1. WTD 9/24/63.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

SWEDEN—High quality upholstery, curtain and drapery fabrics. AB Marks Jacquardvaveri, Bjorketorp.

223 Broad Woven Fabric Mills, Wool

TURKEY—Women's woolen apparel fabrics. Ekrem Akomer ve Ortaklari Tic., Ltd., Sti., Piremici Sokak 5/6, Istiklal Cad., Beyoglu, Istanbul. WTD 12/21/62.

227 Floor Coverings

TURKEY—Manufacturer and wholesaler of cotton and wool textiles, and hand-woven carpets wishes to reestablish U.S. market for high-quality hand-woven oriental, Chinese, European and modern carpets and rugs. Kula Mensucat T.A.S., (Kula Textiles, Inc.), Bayrakli, Izmir. WTD 9/25/63.

249 Wood Products

SWEDEN—Mixing and salad wood bowls; kitchen wood utensils. Adexa AB, Box 101, Pixbo.

264 Converted Paper, Paperboard Products

SWEDEN—Plastic coated paper for book covers, Christmas gift wrapping, shelf covering, and other uses. AB Goteborgs Pappersforadling, Tingstad, Goteborg H.

273 Books

GERMANY—New German language books and periodicals in the following fields: Medicine, physiology, pharmacology, psychology, biology, chemistry, biochemistry, mathematics, geometry, physics, architecture, electrotechnical engineering, geology, metallurgy, archaeology, ancient history, theology, jurisprudence, and economies. Transcontinental Pressevertrieb Fritz Hurter, 133 Rheindorferstrasse, 5302 Beuel a. Rhein. WTD 9/6/63.

349 Fabricated Metal Products

SWEDEN—Miniature (about 2½" high) old style three-legged copper pans (coffee and pan) suitable as giftware; individually boxed. ABC-Centralen, Box 10, Huskvarna. WTD 9/9/63.

399 Manufacturing Industries

DENMARK—Teak, copper and ceramic items for distribution to stores and chains. KESA, Aegirsvej 27-33, Fredericia, Denmark. I.R. 43.

Closed circuit television asked for Iraqi station

The Ministry of Industry of Iraq has announced a tender for the supply and installation of a closed circuit TV system as part of the instrumentation and telecommunications equipment for the Daura Power Station to be built near Baghdad.

The bid deadline is October 31.

Tender documents may be reviewed at the Iraqi Embassy in Washington, D.C., or are available on a short-loan basis to firms located in the U.S. from the Electronics Division, BDSA-308, Rm. 4119, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4036).

Bid deadline extended

State Purchases Directorate "B" of Ministry of Commerce, 50 Socratous Street, Athens, Greece, has extended the bid deadline of tender No. B/963/63 from October 22, to November 5, for 2 vats for cleaning parts; 5 flaw detecting devices; 2 electric furnances; 1 small electric motor; and 1 testing bench complete for the control of electro-hydraulic governors. (INTERNATIONAL COMMERCE, October 14).

Marine supplies for Burma

The Chairman, Civil Stores Committee, St. John's Rd., Rangoon, Burma, has asked for bids on marine supplies, such as bollards, winches, anchors. The bid deadline is November 5. Details are available from the Embassy of Burma, 2223 "R" St., NW., Washington, D.C.

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Calendar *for international traders*

October

21-23—Mobile Profits in Exports Conferences in **Amsterdam, Little Falls, Rome, Fulton and Oswego, N.Y.** Sponsored by the local Chambers of Commerce, the New York Regional Export Expansion Council and the U.S. Dept. of Commerce's New York Field Office.

21-25—1963 Metals and Materials Show. Cleveland Public Auditorium, **Cleveland, Ohio.** Sponsor: American Society for Metals.

22—International Trade Development Conference at Plankinton House, **Milwaukee, Wis.** Sponsors: International Trade Committee of Milwaukee Association of Commerce and Milwaukee World Trade Club. Co-sponsors: Department of Commerce and Regional Export Expansion Council.

22—Memphis World Trade Club, Hotel Claridge, **Memphis, Tenn.** "Port of New Orleans" night.

22—Conference on Exports at Xavier University, **New Orleans, La.** 7:30 to 10 p.m. Sponsors: Xavier University, Regional Export Expansion Council and U.S. Dept. of Commerce's New Orleans Field Office.

22—Eighth Export Workshop, Federal Reserve Building, **Cleveland, Ohio.** Sponsors: Ohio Regional Export Expansion Council and U.S. Dept. of Commerce's Cleveland Field Office.

23—Greater Florence Chamber of Commerce Export Expansion Conference, **Florence, S.C.** Sponsors: Greater Florence Chamber of Commerce, South Carolina Export Expansion Council, U.S. Dept. of Commerce's Charleston Field Office.

24—Hartsville Export Expansion Conference. **Hartsville, S.C.** Sponsors: Hartsville Lions Club, South Carolina Export Expansion Council, U.S. Dept. of Commerce's Charleston Field Office.

24—Trade Missions Conference, 4 p.m., Barringer Hotel, **Charlotte, N.C.** Members of U.S. Trade Missions to France and Sweden will participate. Organizational meeting for a North Carolina World Trade Assn., 6:30 p.m.

24-25—Fall Meeting of the Western International Trade Group. **San Francisco, Cal.** Speakers: Eugene Braderman, Director of the Bureau of International Commerce, and Daniel L. Goldy, Administrator of the Business and Defense Services Administration.

24—Export Expansion Conference, **Atlantic City, N.J.** Sponsors: Atlantic City Chamber of Commerce, South Jersey Manufacturers Assn. and the Philadelphia Regional Export Expansion Council.

24—"Little White House" Export Expansion Conference, **Greensboro, N.C.** Sponsor: U.S. Dept. of Commerce's Greensboro Field Office.

25—Gulfport Conference on Exports. Markham Hotel, **Gulfport, Miss.** Sponsors: New Orleans Regional Export Expansion Council, Gulfport Chamber of Commerce and the New Orleans Field Office of the U.S. Dept. of Commerce.

25—"White House Conference" report by the Field Office Director before the luncheon meeting of the Reciprocity Club of Cincinnati, **Cincinnati, Ohio.**

25—Executive Export Training Program, **Houston, Tex.** Third of 7 weekly sessessions. Sponsors: Univ. of Houston and several Houston trade assn's.

25-26—Detroit International Trade Conference. Rackham Building, **Detroit, Mich.** Sponsors: State and Detroit Bar Assn., Wayne State Law School, and U.S. Department of Commerce's Detroit Field Office.

28—Michiana World Trade Club Meeting. V-M Corporation, **Benton Harbor, Mich.**

28—Columbia Sales and Marketing Club Export Expansion Conference, 6:30 p.m., Wade Hampton Hotel, **Columbia, S.C.** Sponsors: Columbia Sales and Marketing Club, South Carolina Export Expansion Council, U.S. Dept. of Commerce's Charleston Field Office.

28—"Little White House" Export Expansion Conference, **Memphis, Tenn.** Sponsors: Memphis Regional Export Expansion Council and Memphis Field Office.

29—Riverside and San Bernardino County Export Expansion Conference at the Orange Show, **San Bernardino, Cal.** Subject: "New Profit Opportunities in International Business." Sponsors: Los Angeles Export Expansion Council, Riverside and San Bernardino County Boards of Trade.

29—Export Expansion Conference, **San Antonio, Tex.** Sponsors: Regional Export Expansion Council and the San Antonio Chamber of Commerce.

29—Businessmens' Consultations and Luncheon with members of the U.S. Trade Mission to Sweden at El Cortez Hotel, **San Diego, Cal.** Sponsors: San Diego Chamber of Commerce and Department of Commerce's Los Angeles Field Office.

29—Mid-South Exporters' Roundtable, **Memphis, Tenn.** Program featuring "Private and Government Assistance to the Traveling Businessman."

29—Export Trade Workshop. (First of 5 weekly sessions). Federal Building, **Minneapolis, Minn.** Sponsors: Minnesota World Trade Assn, Small Business Administration, Minneapolis and St. Paul Chambers of Commerce

29—"Little White House Conference on Export Expansion," McCurdy Hotel, **Evansville, Ind.** Sponsors: St. Louis Regional Export Expansion Council, Evansville Chamber of Commerce, American Marketing Association, Evansville and Owensboro chapters.

30—Export Seminar sponsored by the Pittsburgh Regional Export Expansion Council and Ellwood City Chamber of Commerce. **Ellwood City, Pa.**

30—"Little White House Conference" presentation of Cincinnati Field Office and Regional Export Expansion Council members at "Commerce Night" of the World Trade Club of the Cincinnati Chamber of Commerce. **Cincinnati, Ohio.**

30—American Marketing Assn's St. Louis International Roundtable, Miss Hulling's Restaurant, **St. Louis, Mo.**

31—The World Trade Club of St. Louis and the American Marketing Assn. joint meeting at LeChateau Restaurant, **St. Louis, Mo.**

31—Monthly Export Counseling. **Pittsburgh, Pa.** Sponsored by the Chamber of Commerce of Greater Pittsburgh.

31—Export Expansion Press Conference of Western Michigan Editors, **Muskegon, Mich.** Sponsors: Port of Muskegon, St. Lawrence Seaway Development Corp. and the U.S. Dept. of Commerce's Detroit Field Office.

November

1—Export Expansion Conference, **Sandusky, Ohio.** Sponsor: Manufacturer's Division of the Sandusky Area Chamber of Commerce. Topics: International banking, freight forwarding, cargo, and foreign credit insurance.

4—Meeting of the International Trade Club of Chicago, Sherman House, **Chicago, Ill.** Speaker: William E. Barlow, President of Vision Inc. Subject: "Latin America."

4—Regular monthly luncheon meeting, Houston World Trade Assn. Subject: "Education's Role and the AID program in Latin America." Speaker: Professor Frank Tiller, University of Houston, at World Trade Club, **Houston, Tex.**

7—Monthly meeting of the Milwaukee World Trade Club. Coach House Inn, **Milwaukee, Wis.** Speaker: Neil C. Hurley, Jr., Chairman, National Export Expansion Council.

7—Mid-America Regional Export Expansion Conference. World Trade Center, **University City, Mo.** Sponsors: Chamber of Commerce of University City and the St. Louis Regional Export Expansion Council.

11-14—World Trade Week, **Grand Rapids, Mich.** Export Expansion Conference: 13th. Final dinner, export expansion panel discussion: 14th. Sponsors: Grand Rapids Chamber of Commerce, World Trade Committee, and U.S. Dept. of Commerce's Detroit Field Office.

12-14—Manfacturing Automation Show (Designated as an International Trade Fair). Cobo Hall, **Detroit, Mich.**

13—Bi-monthly meeting of the Export Division, Milwaukee Credit Men's Assn. Ambassador Hotel, **Milwaukee, Wis.**

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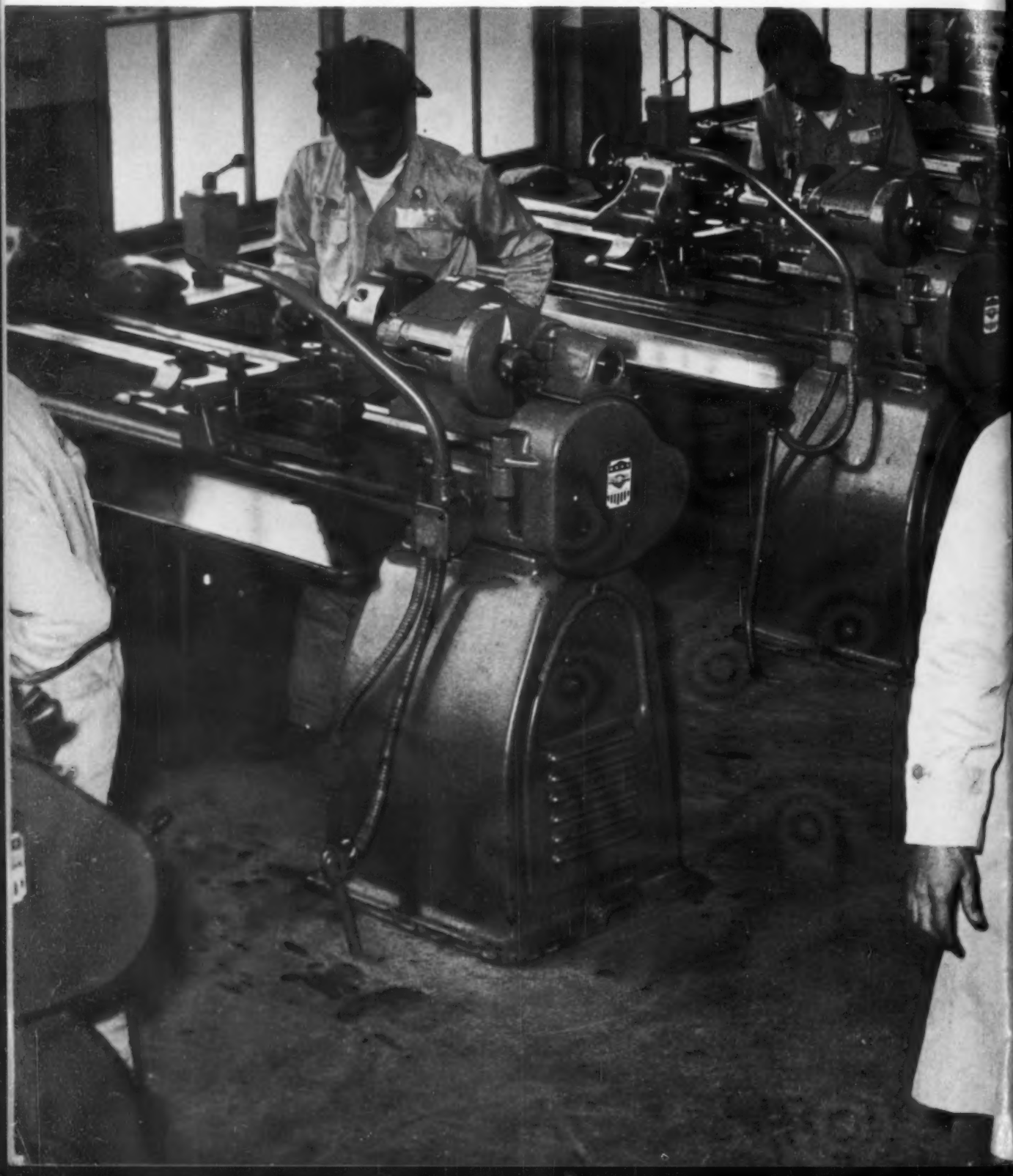
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